



HORNETSECURITY

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- 👁 CLOUD-BASED SECURITY FOR ALL OTHER EMAIL SERVERS
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HORNETSECURITY

ABOUT HORNETSECURITY

NEXT-GEN SECURITY FOR MICROSOFT 365

SECURITY - BACKUP – COMPLIANCE – SECURITY AWARENESS SERVICE



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SUCCESS IN NUMBERS



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>700
employees



12
data centers



>75,000
customers
>120 countries



17
offices



>12,000
sales partners
>121 countries



17
services

GLOBAL EXPERT IN EMAIL CLOUD SECURITY, COMPLIANCE AND BACKUP



HORNETSECURITY



OUR MISSION

"We empower companies and organizations of all sizes to focus on their core business by protecting email communications, securing data, and ensuring business continuity and compliance with next-generation cloud-based solutions."



OUR VISION

"Hornetsecurity will be the guardian of companies worldwide that use Microsoft 365. We protect their data and ensure business continuity. For a safer 365 world!"



OUR VALUE PROPOSITION

"We offer the most comprehensive cloud security solution for Microsoft 365 on the market, including email security, compliance and backup."

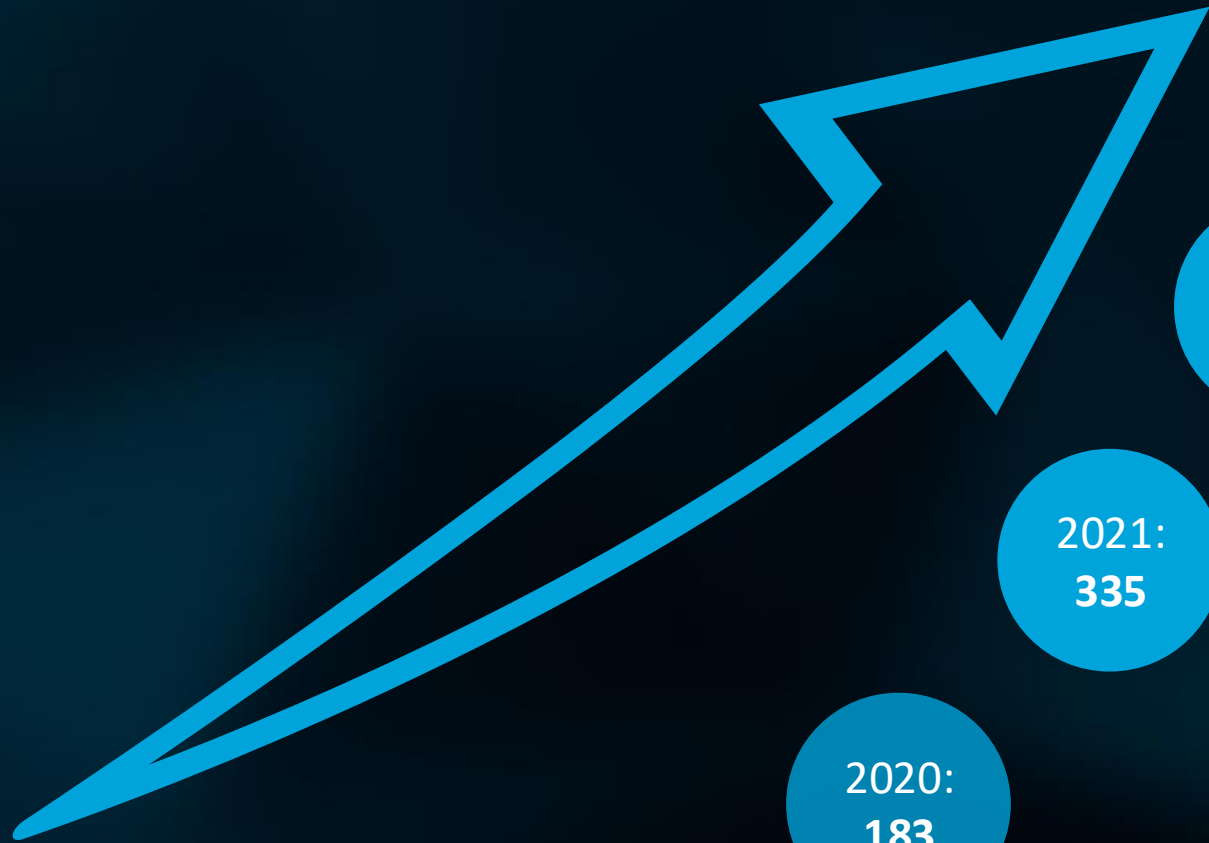
HORNETSECURITY WORLDWIDE – SWARM MEETS WORLD



HOW IT ALL STARTED – OUR STORY



GROWTH FIGURES EMPLOYEES



2017:
95

2018:
120

2019:
130

2020:
183

2021:
335

2022:
400

2024:
700



GROWING MARKET DEMAND

- Hornetsecurity focuses on holistic governance for Microsoft 365
- More and more companies are using Microsoft 365 and requesting second source security, backup and compliance
- The high need of Microsoft 365 customers for third party solutions is the main engine for high growth rates



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HORNETSECURITY CORE VALUES



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WE ARE ONE GLOBAL TEAM



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It's all about people: We empower customers, partners and one another to solve challenges and be successful. We always assume positive intentions, communicate with empathy, give helpful feedback and elevate one another.

WE ARE CO-ENTREPRENEURS



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We do not see unsolvable problems, we see great challenges. We are results-oriented: We strive to drive the business forward, identify and chase new opportunities, eliminate blockers and boost efficiency. If something doesn't go as planned, we deal with it transparently, admit our mistakes and learn from them.

WE PUSH OUR LIMITS



HORNETSECURITY

We are passionate about what we do. This empowers us to always give our best, go the extra mile and inspire others through our behavior and actions.

WE EMBRACE AND GENERATE CHANGE



Our flexibility and willingness to take risks and explore new paths helps us to grow and to make our corporate vision a reality.



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HORNETSECURITY PARTNER PROGRAM

EMPOWERING. PROFITABLE. MADE FOR YOUR SUCCESS.



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THE PROGRAM

The Hornetsecurity Partner Program is for everyone who thinks big! No matter your business model or your team size: with the Hornetsecurity Partner Program you can easily be successful!



ACCESS TO FULL
PORTFOLIO



ACCESS TO
MATERIALS AND
RESOURCES FROM
THE VERY START



DEFINED CONTACT
PERSON AT YOUR
SIDE



ACCESS TO ALL
SALES OPTIONS



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YOUR BENEFITS

EVERY HORNETSECURITY PARTNER HAS ACCESS TO

- ❑ Full Hornetsecurity service and product portfolio
- ❑ Deal Reg incl. Project conditions options
- ❑ Partner Portal incl. marketing materials, sales tools, presales offers, and campaigns
- ❑ Hornetsecurity's management platform (Control Panel) incl. customizing options
- ❑ Cost-free online trainings for sales and technical employees
- ❑ Free 30-day trials for most services



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THE PROGRAM



- Starting point
- Access to technical, marketing & Sales materials
- Benefit of attractive purchase prices
- Optimal support



- Proven technical & sales skills & know-how
- Improved purchasing conditions
- NFR licenses for own use



- Strong performance
- Attractive kickback options
- Annual growth is above average
- Receiving pre-qualified leads
- MDF options



- Greatest financial & technical advantages
- Direct pipeline to C-Level
- Even more attractive kickback schemes
- Access to closed beta

* Validation for min. 12 months, till the end of a year



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HORNETSECURITY PARTNERS



"Hornetsecurity delivers the best possible services for our customers, covering a broad spectrum with just one tool."

Eugen Bin, Sales, Pusch-Data

"Unique features and outstanding comprehensive security services! Tech support is just a quick phone call away and I have never had an issue with the phone or email support – they have always been responsive."

Michael R. Bernal, Bernal Consultants, Inc.



"Best protection and intuitive operation"

Martin Sauer, Sales Consultant & Partner Alliance Manager,
SIEVERS-Group



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SECURITY LAB

OUR CYBERSECURITY ANALYSTS ARE ALWAYS ONE STEP AHEAD OF
CYBERCRIMINALS



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HORNETSECURITY SECURITY LAB

- International team of developers and IT security specialists
- 2,3 billion emails processed for our 75,000 customers
- 24/7 monitoring of detection mechanisms
- Exclusive facts & figures (average):
 - 33120 new email-based threats observed on an average day
 - 12996 ransomware attacks per hour
 - 361 "sophisticated" phishing attacks per minute
 - 8 multi-vector (phone, email) fraud attacks per minute



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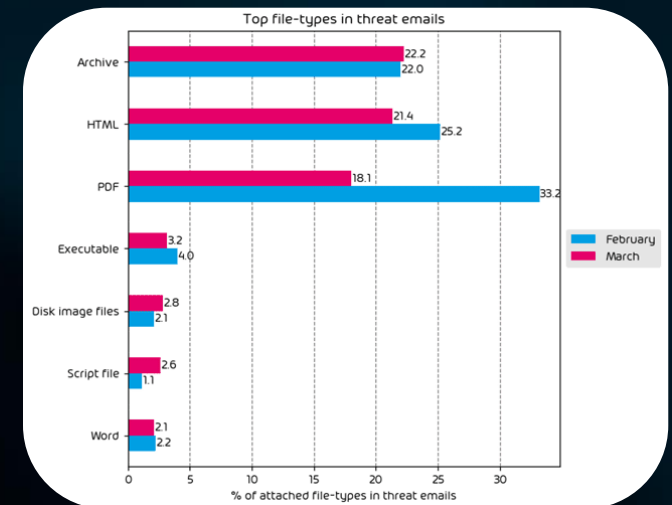
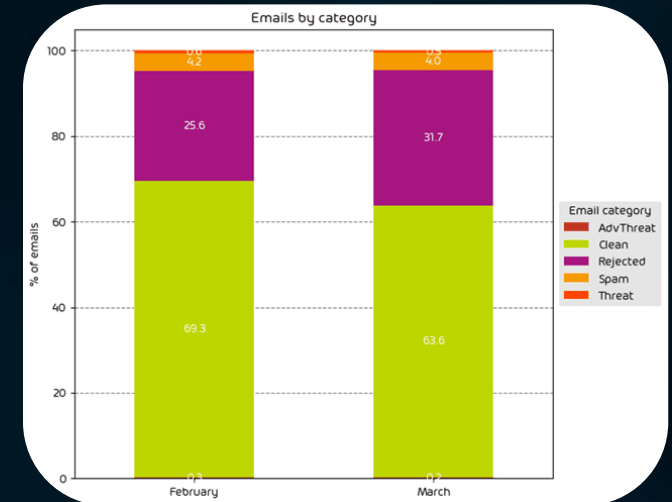
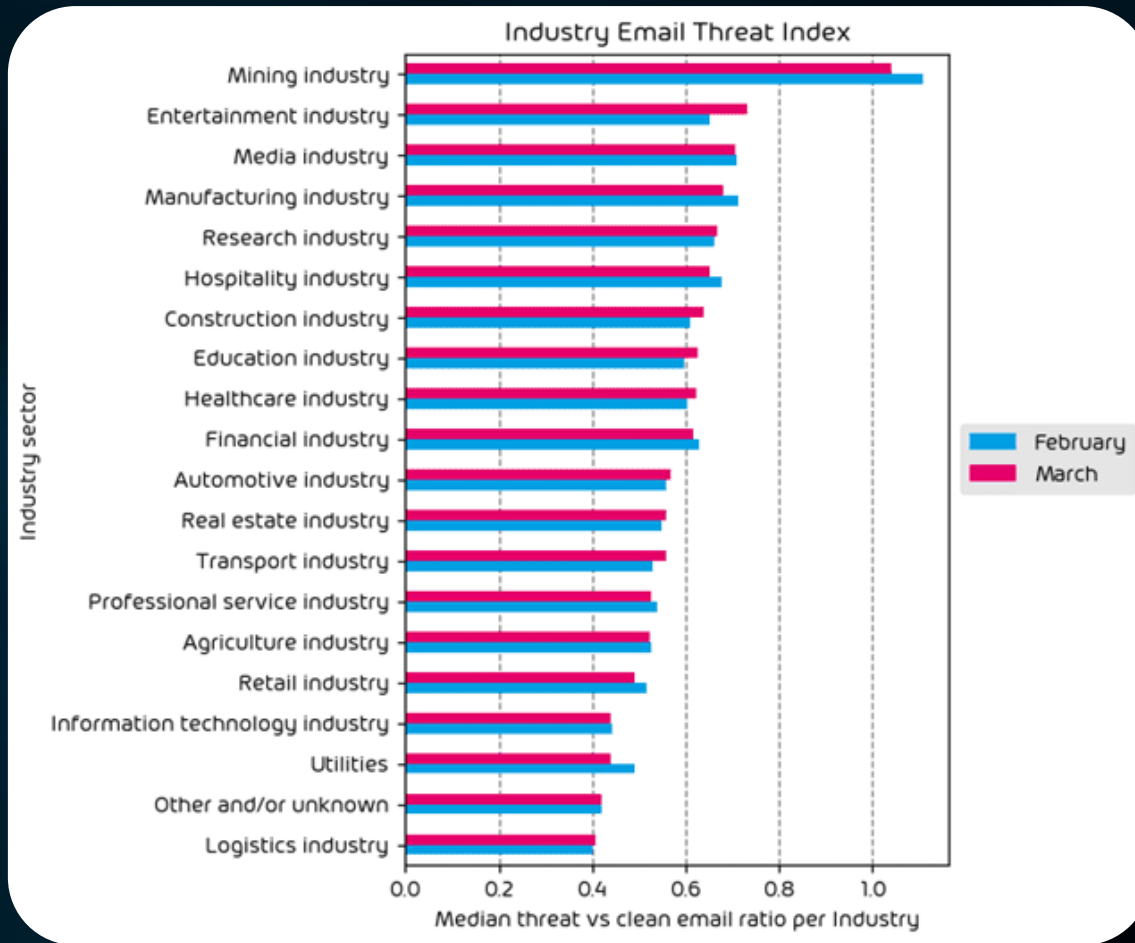
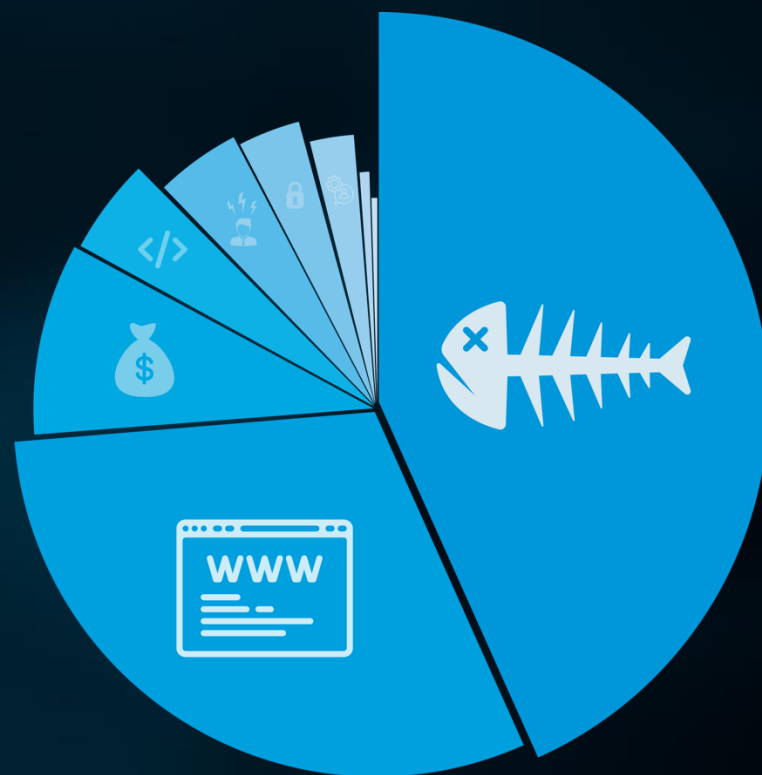


Fig. 1 & 2: Graphs of various email threats reported by the Hornetsecurity Security Lab

MOST TARGETED INDUSTRIES



THE MOST POPULAR ATTACK METHODS



43.3% Phishing

30.5% URL

9.1% Advance-fee scam

4.7% HTML

4.6% Extortion

3.5% Executable in Archive/Disk-image

2.7% Impersonation

1.0% Maldoc

0.6% PDF



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Top Malware Families associated with botnet C&Cs

Rank	Malware Family	Description	Count of C&Cs Q4 2022	Count of C&Cs Q1 2023	% Change
#1	Cobalt Strike	(Commercial) Pentest Framework	2657	2182	-18%
#2	QakBot	Backdoor	1020	969	-5%
#3	RecordBreaker	Credential Stealer	89	889	+899%
#4	RedLineStealer	Remote Access Trojan (RAT)	497	417	-16%
#5	AsyncRAT	Remote Access Trojan (RAT)	90	380	+322%

- Cobalt Strike remains at the top spot with more than double the number of botnet C&Cs of QakBot at the second spot
- Cobalt Strike is a commercial pentest framework that threat actors abuse for malicious intent



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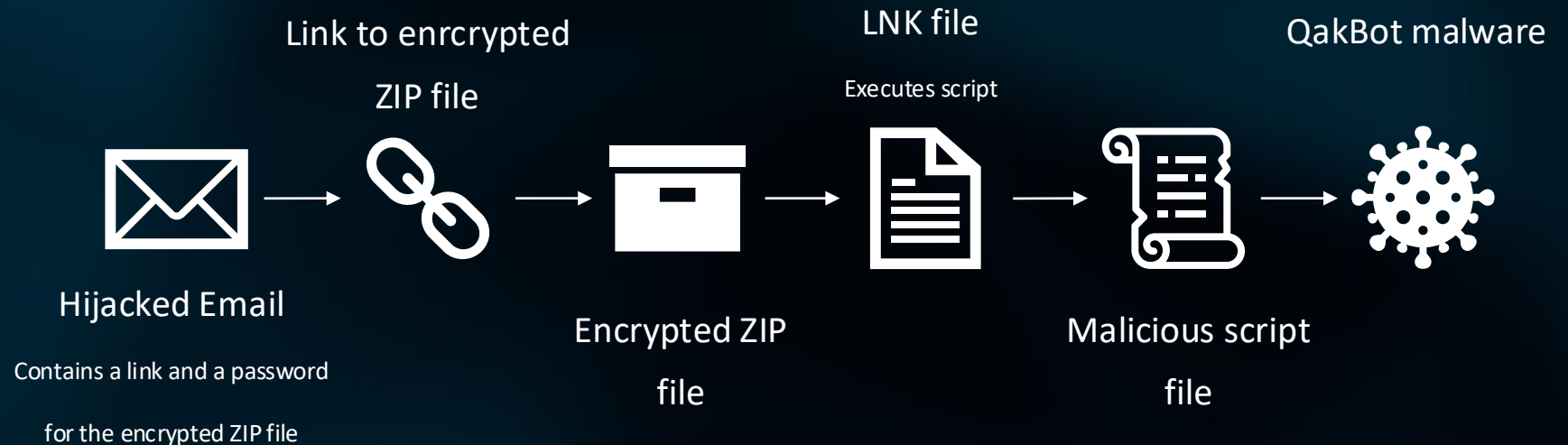
Highlight: QakBot Malware Delivery

QakBot started as a banking trojan more than a decade ago, is now a multi-purpose modular malware. Features:

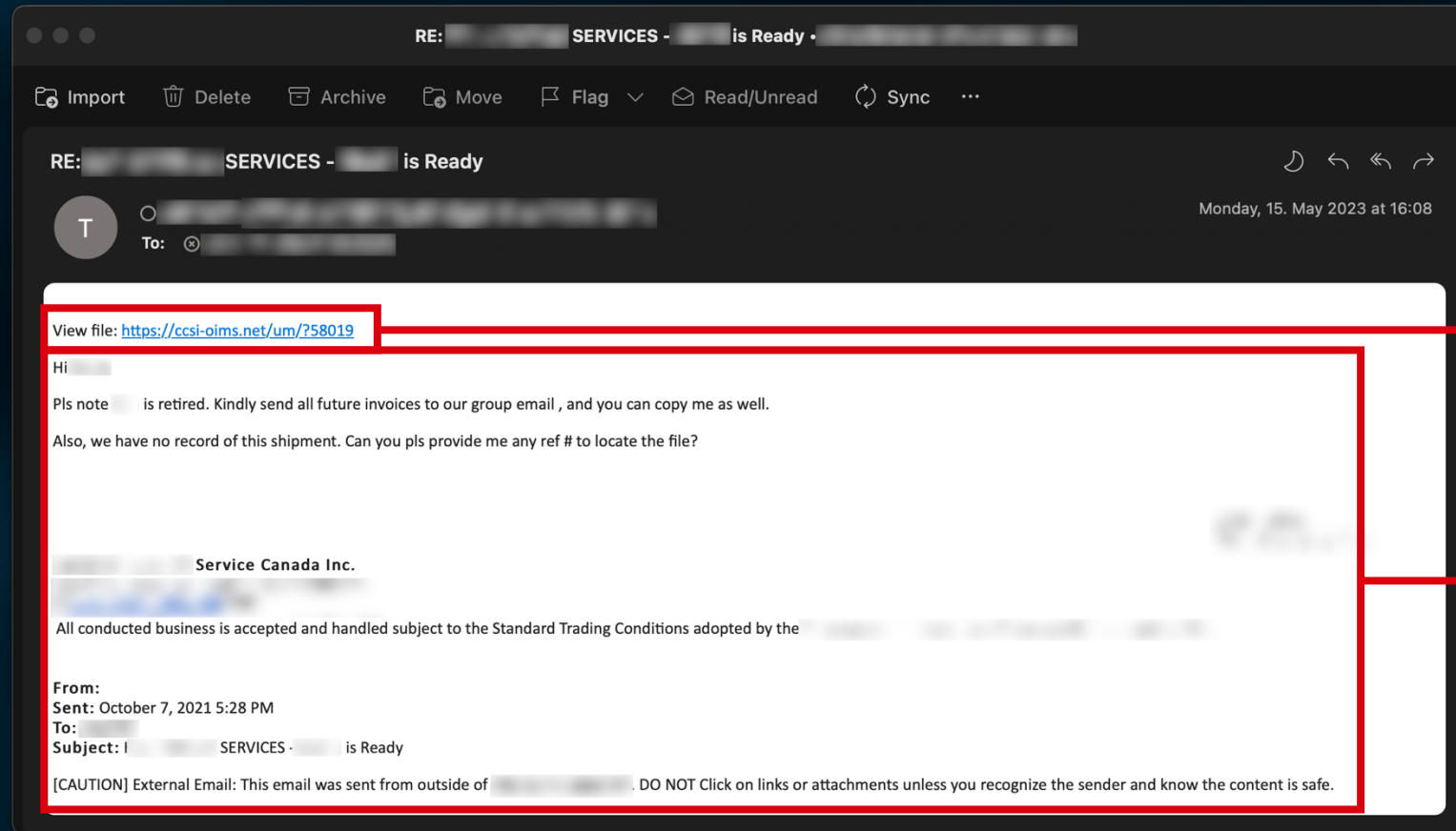
- ▶ Reconnaissance
- ▶ Lateral Movement
- ▶ Collection and exfiltration of information
- ▶ Delivery of additional payloads to infected systems, e.g., remote access trojans or ransomware



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Highlight: QakBot Malware Delivery



QakBot URL

Hijacked Email Content

- QakBot exfiltrates locally saved emails and contact addresses to use them in phishing attacks
- Attacks occur through malicious attachments or URLs with up to or more than thousand newly compromised websites per phishing campaign



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Highlight: QakBot Malware Delivery



Adequate protection against sophisticated malware with Hornetsecurity's Advanced Threat Protection, 365 TB / VMB v9, and Security Awareness Service

- 🔍 Anomaly detection: Employing advanced AI, Hornetsecurity detects unprecedented and emerging phishing campaigns via email clustering.
- 🔍 Malicious Document Decryption: Automatic decryption of encrypted harmful attachments by identifying password strings in emails, enabling detailed analysis.
- 🔍 Sandbox: Dynamic behavioural analysis in a safe and secure Windows environment
- 🔍 Secure Links: Ensure safety with Time-Of-Click security against harmful web links.
- 🔍 Security Awareness Service: Heightens user awareness of suspect emails
- 🔍 365 TB & VM Backup: Always the last line of defense for data recovery



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HORNETSECURITY'S FIRST CLASS SERVICES

NEXT-GEN SECURITY FOR MICROSOFT 365

SECURITY - BACKUP – COMPLIANCE – SECURITY AWARENESS



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CLOUD SERVICES FOR MICROSOFT 365

M365 SUITE	365 365 TOTAL PROTECTION BUSINESS (PLAN 1)	365 365 TOTAL PROTECTION ENTERPRISE (PLAN 2)	365 365 TOTAL PROTECTION ENTERPRISE BACKUP (PLAN 3)	365 365 TOTAL PROTECTION COMPLIANCE & AWARENESS (PLAN 4)
GOVERNANCE, COMPLIANCE & RISK	365 365 PERMISSION MANAGER	365 AI RECIPIENT VALIDATION		
BACKUP & RECOVERY	365 365 TOTAL BACKUP			
SECURITY	365 365 EXTENDED EMAIL PROTECTION			
SECURITY AWARENESS	365 SECURITY AWARENESS SERVICE			

GENERAL SERVICES

EMAIL SECURITY & ENCRYPTION	ADVANCED THREAT PROTECTION	SPAM & MALWARE PROTECTION	EMAIL ENCRYPTION
EMAIL COMPLIANCE & PRODUCTIVITY	CONTINUITY SERVICE	SIGNATURE & DISCLAIMER	EMAIL ARCHIVING
BACKUP & RECOVERY	VM BACKUP		
SECURITY AWARENESS	SECURITY AWARENESS SERVICE		
WEB SECURITY	WEB FILTER		
HOSTED MAILBOX	HORNET.EMAIL		



CUSTOMER PAIN POINTS



Effectiveness of services

Unreliable, ineffective services

Feature limitations



Administrative effort

Managing different permissions, certificates & access rights

Non-automated services

Low usability for end customers; disruption of workflow



Too many tools

Multiple tools to cover all security aspects

High maintenance effort



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CUSTOMER PAIN POINTS



Compliance

GDPR, GoBD, HIPAA, etc.
make it difficult to be
compliant, especially in
terms of email archiving,
disclaimers and encryption



Administrative effort

Administrative effort
regarding archiving
storage rules, certificate
management



Data Security

Data storage in public clouds
raises concerns regarding
data security



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PARTNER PAIN POINTS



Support

Outsourced technical support teams

Support in foreign languages



Billing

Difficult billing & licensing models

Complicated billing overviews



Tools & interfaces

Impractical interfaces to manage customers, certificates & more



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PARTNER PAIN POINTS



Limits within services

Inflexible services

Non-scalable services

Feature limitations



Compliance

GDPR, GoBD, HIPAA etc.
make it hard to be
compliant, especially in
terms of email archiving,
disclaimers and encryption



Data Security

How is customer data backed
up, how big are the efforts



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EMAIL COMPLIANCE REQUIREMENTS



HIPAA: US Law "Health Insurance Portability and Accountability Act"

- ▶ Protection of PII (personally identifiable information) maintained by healthcare and healthcare insurance industries
- ▶ PII needs to be protected from fraud and theft



CAN-SPAM: US standard for commercial emails

- ▶ Email requirements to protect recipients
- ▶ No misleading header information, no deceptive subject lines
- ▶ Valid physical addresses need to be included



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EMAIL COMPLIANCE REQUIREMENTS

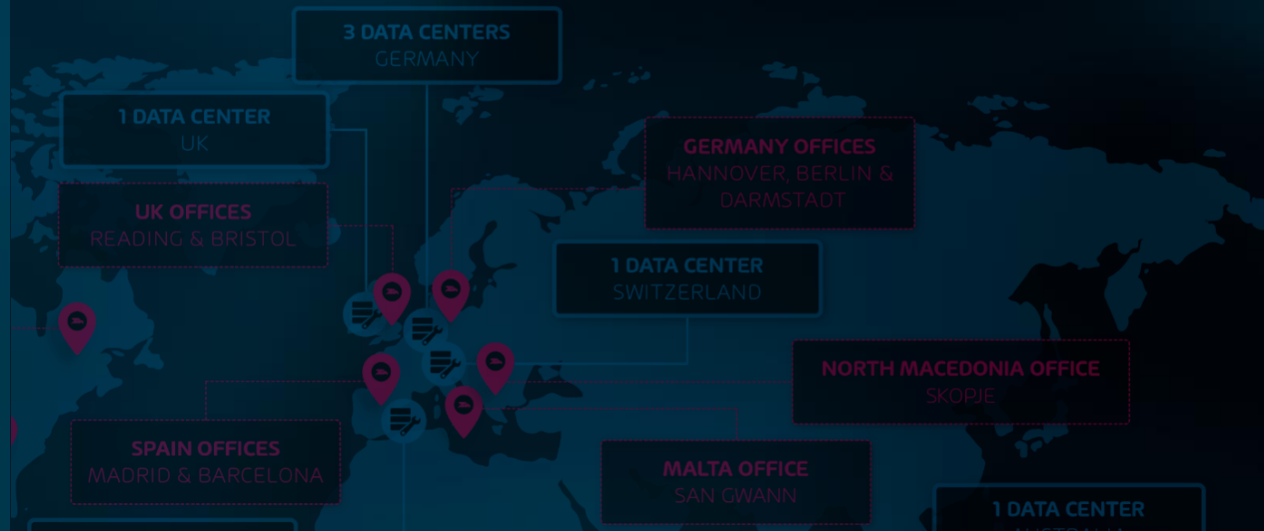


GDPR: European Union's Information Security Framework

- ▶ Email marketing: Opt-in consent from data owner before sending them marketing activities
- ▶ If requested, the data of its owner needs to be deleted from a company's system
- ▶ Maintaining high level IT-security
- ▶ Confidentiality safeguards across communications for example via encryption methods



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EMAIL COMPLIANCE REQUIREMENTS



GoBD: Principles for proper keeping and storage of books, records and documents in electronic form and for data access (applies for Germany)

- Emails must be archived unchanged and be retrievable at short notice
- Emails must be able to be displayed and printed exactly as they were received
- It must be possible to restore the original email by means of documentation in the event of changes in the organization and structure of the archive

10 YEARS

- INVOICES & ACCOUNTING VOUCHERS
- INVENTORIES
- BALANCE SHEETS & FINANCIAL STATEMENTS
- ORGANISATIONAL DOCUMENTS

6 YEARS

- BUSINESS & COMMERCIAL CORRESPONDENCE

4 YEARS ≤

- ALL OTHER DOCUMENTS



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HORNETSECURITY'S DATA CENTER CERTIFICATIONS

EU:

- ▶ MK Netzdienste certificate (HZ01): DIN50600-2019 is valid till 11-2024 (EN & DE)
- ▶ Hostway certificate (HZ02): ISO27001 is valid till 03-2026
- ▶ Interxion certificate (HZ03): ISO27001 is valid till 07-2026
- ▶ Claranet, Barcelona (HZ07): ISO27001 valid till 10-2025 and SI-0002-2005, valid till 10-2026
- ▶ Hornetsecurity S.L., Spain, ENS certificate, valid till 18.01.2026

UK:

- ▶ Virtus, London (HZ09): ISO20000:2018, ISO27001:2013, ISO50001:2018, ISO9001:2015, valid till 05-2024

CA:

- ▶ Leaseweb (formerly INAP) (HZ11, Canada) SOC 2, valid till 09-2024

US:

- ▶ Several Atlantic Metro certificates (HZ05): SOC 1 Typ 1 & ISAE 3402 (valid till 05-2024), SOC 2 Typ 2 (valid till 05-2024), HIPAA (05-2024)ISO27001 (valid till 11-2024)

AU:

- ▶ AWS Sydney (HZ04): ISO27001 is valid till 10-2025, ISO9001 is valid till 11-2025



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PAIN POINT RELIEF

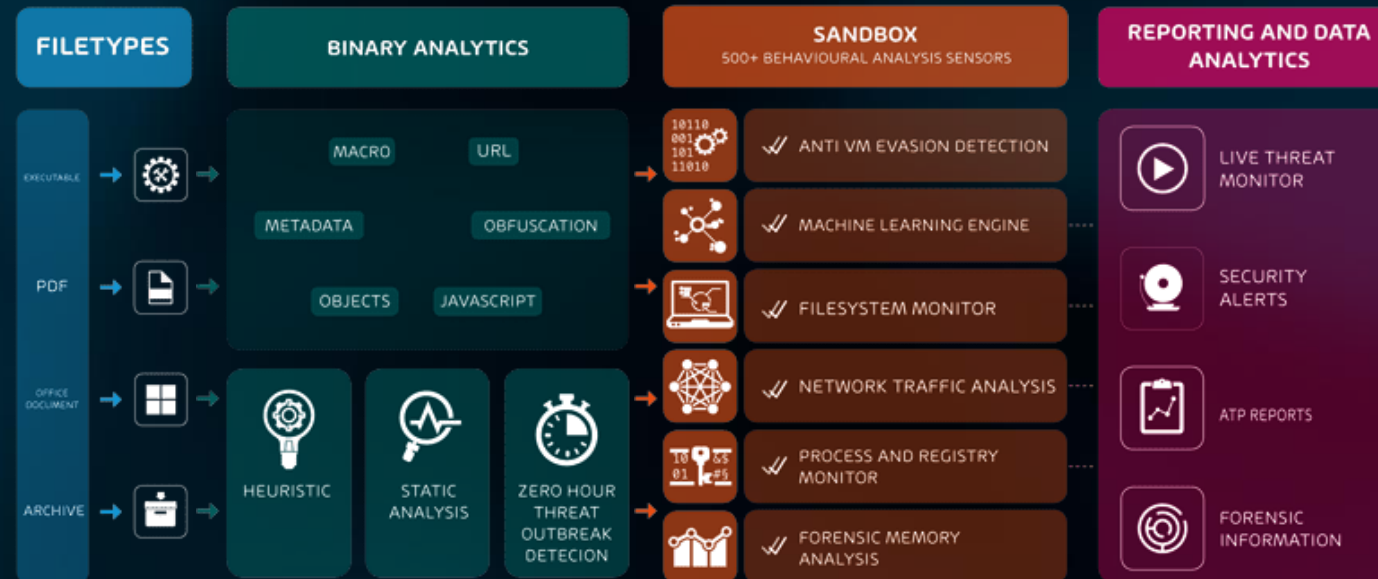


Next-Gen Service Portfolio

- Highest detection rates on the market: 99.9% spam & 99.99% virus detection
- AI-based filter mechanisms to detect emerging threats
- A seamlessly integrated solution with easy onboarding



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PAIN POINT RELIEF



- ◉ IT security made easy
 - ◉ The fully managed cloud services are supported by Hornetsecurity 24/7 throughout the year
- ◉ User-friendly interface
 - ◉ One single console enables central management of users, access rights and more – for partners and end customers
 - ◉ No technical trainings needed to work with the intuitive console
- ◉ Solutions that are flexible and scalable
 - ◉ Cloud-based services offering highest flexibility
 - ◉ Regardless of the number of users



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PAIN POINT RELIEF



👁 Tailored Services

- 👁 365 Total Protection suite is designed specifically for Microsoft 365 and integrates seamlessly for quick and easy onboarding

👁 Compliance & data security

- 👁 Hornetsecurity's Email Encryption, Archiving and Signatures & Disclaimers enable setting rules and filters for storage durations, encryption methods and the creation of companywide compliant signatures and disclaimers
- 👁 Partners can choose from several secured, redundant regional data centers where their customers' data is stored



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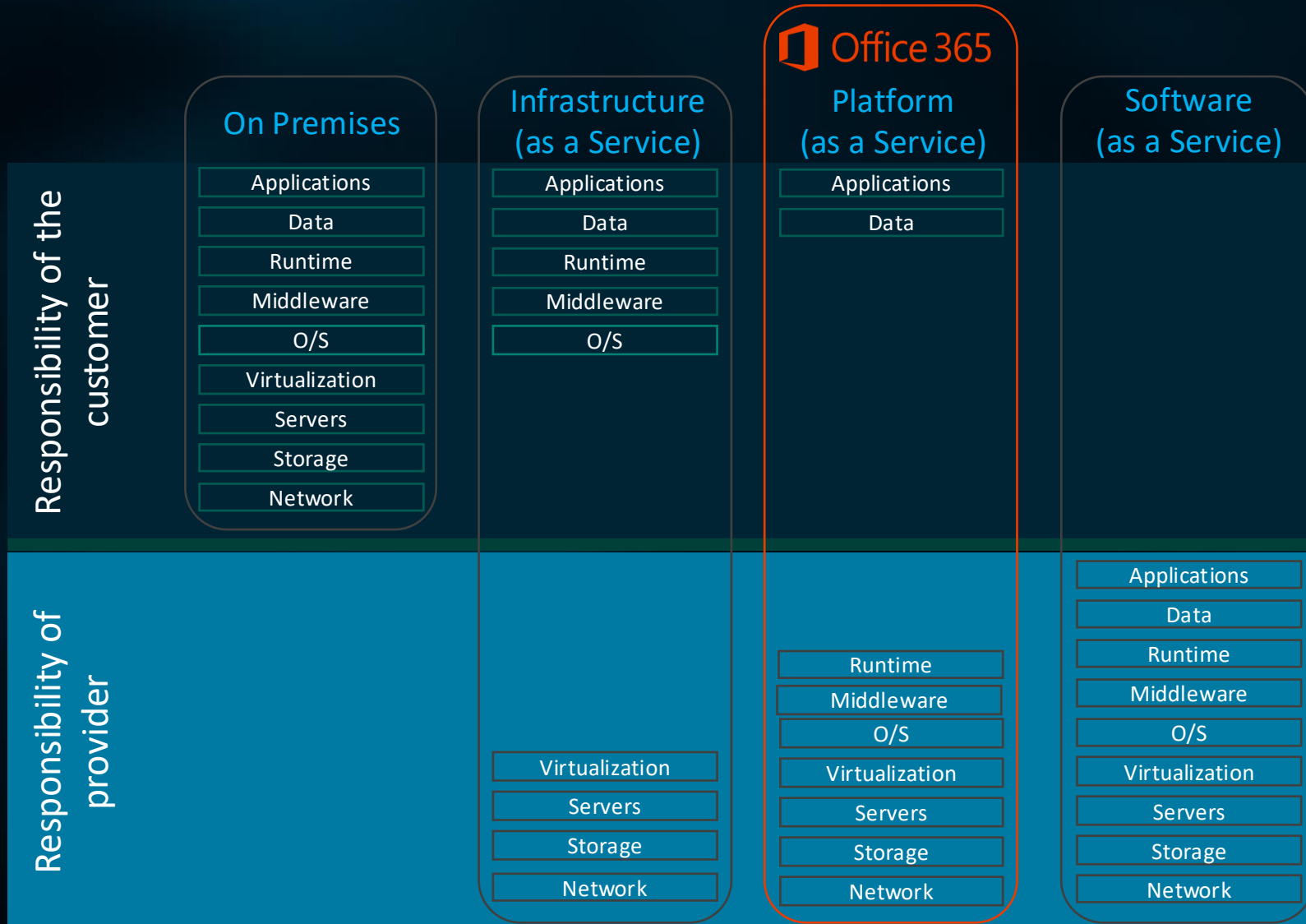
365 TOTAL PROTECTION

NEXT-GEN SECURITY FOR MICROSOFT 365



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O365 IS OFFERED AS “PLATFORM AS A SERVICE”

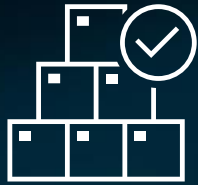


Microsoft offers O365 as Platform as a Service, meaning Security, Backup, Data & Compliance are the customer's responsibility.

MICROSOFT 365 HAS NEVER BEEN MORE PROTECTED



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The widest range of M365 security features in one package, in one license



Specifically designed for and seamlessly integrated with M365



No hardware
No software
No maintenance

365 TOTAL PROTECTION SUITE PLANS

NEXT-GEN SECURITY, BACKUP, COMPLIANCE & SECURITY AWARENESS FOR MICROSOFT 365



BUSINESS

SPAM & MALWARE PROTECTION

EMAIL ENCRYPTION

EMAIL SIGNATURES & DISCLAIMERS

ENTERPRISE

ADVANCED THREAT PROTECTION

EMAIL ARCHIVING

EMAIL CONTINUITY

BACKUP

BACKUP & RECOVERY OF MAILBOXES & TEAMS

BACKUP & RECOVERY OF ONEDRIVE & SHAREPOINT

BACKUP & RECOVERY OF ENDPOINTS

COMPLIANCE & AWARENESS

PERMISSION MANAGEMENT

PERMISSION ALERTS

PERMISSION AUDIT

PHISHING & ATTACK SIMULATION

SECURITY AWARENESS

ESI[®] REPORTING

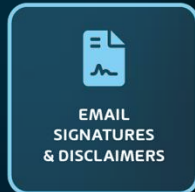
COMMUNICATION PATTERN ANALYSIS

AI RECIPIENT VALIDATION

SENSITIVE DATA CHECK

365 TOTAL PROTECTION PLAN 1 - BUSINESS

BUSINESS



- ▶ Fast and easy onboarding
- ▶ Seamlessly integrated with M365
- ▶ Advanced Microsoft 365 security
 - ▶ Spam and Malware Protection
 - ▶ Email Encryption
 - ▶ Email Signatures & Disclaimers



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365 TOTAL PROTECTION PLAN 2 - ENTERPRISE

BUSINESS



ENTERPRISE



- ▶ Premium next-gen Microsoft 365 security
 - ▶ 365 Total Protection Business features +
 - ▶ Advanced Threat Protection
 - ▶ Email Archiving
 - ▶ Email Continuity



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365 TOTAL PROTECTION PLAN 3 – ENTERPRISE BACKUP



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BUSINESS	ENTERPRISE	BACKUP
 SPAM & MALWARE PROTECTION	 ADVANCED THREAT PROTECTION	 BACKUP & RECOVERY OF MAILBOXES & TEAMS
 EMAIL ENCRYPTION	 EMAIL ARCHIVING	 BACKUP & RECOVERY OF ONEDRIVE & SHAREPOINT
 EMAIL SIGNATURES & DISCLAIMERS	 EMAIL CONTINUITY	 BACKUP & RECOVERY OF ENDPOINTS

- Complete email security and backup for M365
 - 365 Total Protection Enterprise features +
 - Backup & recovery of
 - M365 mailboxes
 - Teams chats
 - SharePoint document libraries
 - Windows-based endpoints

365 TOTAL PROTECTION PLAN 4 – COMPLIANCE & AWARENESS



Next-gen Email Security, Backup, Compliance/Permission Management, Security Awareness & AI Recipient Validation for Microsoft 365

SINGLE SIGN ON

- Login made easy with Single Sign On
- 365 Total Protection offers a secure and, above all, simple authentication with Single Sign On within Microsoft
- All users with a valid license of Microsoft 365 can easily authenticate with their user data in Hornetsecurity's product, without having to maintain additional separate login data
- Step towards centralized access management
- After a successful authentication, no further login is necessary for a certain period of time



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MAILBOX MIGRATION TOOL



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MAILBOX MIGRATION TOOL



MAILBOX
MIGRATION TOOL

- Migration from on premises exchange to Microsoft 365 as a part of the 365 TPE or 365 TPEB onboarding process
- Why?
 - Some customers want to use 365 Total Protection but still have their emails stored on premises
 - Migration of emails is a sensitive topic, as customers are afraid of losing data and costs
 - MMT is a tool that migrates mailboxes automatically after the proper setup



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MAILBOX MIGRATION TOOL - FACTS

- Migrates on premises emails, contacts and appointments



MAILBOX
MIGRATION TOOL

- Comfortable: Updates on status changes are sent during the entire migration process
- Easy and timesaving: Migration can be started with a few clicks and runs automatically
- Safe and protected:
 - Migration is continuously monitored for errors – if one occurs, users get notified
 - DeltaSynch feature prevents duplicate emails
 - All data, that has accumulated in the source system during the migration process is subsequently transferred



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MAILBOX MIGRATION TOOL - FACTS

Before the migration, you need to:

- ▶ Select the plan you want to use later: 365 Total Protection Enterprise or 365 Total Protection Enterprise Backup (Not sure which one to choose? [Click here!](#))
- ▶ Set up your future M365 tenant
- ▶ Have your Exchange and M365 admin credentials at hand



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MIGRATE TO THE CLOUD IN THREE EASY STEPS



1

ENTER
SERVER DATA

2

VALIDATION

3

MIGRATION

365 TOTAL BACKUP



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365 TOTAL BACKUP



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Mailbox, Teams,
OneDrive and
SharePoint
backups



Easy search
and recovery



Hassle-free,
unlimited
storage



Centralized
management



24/7
support



One
all-inclusive
fee

365 TOTAL BACKUP

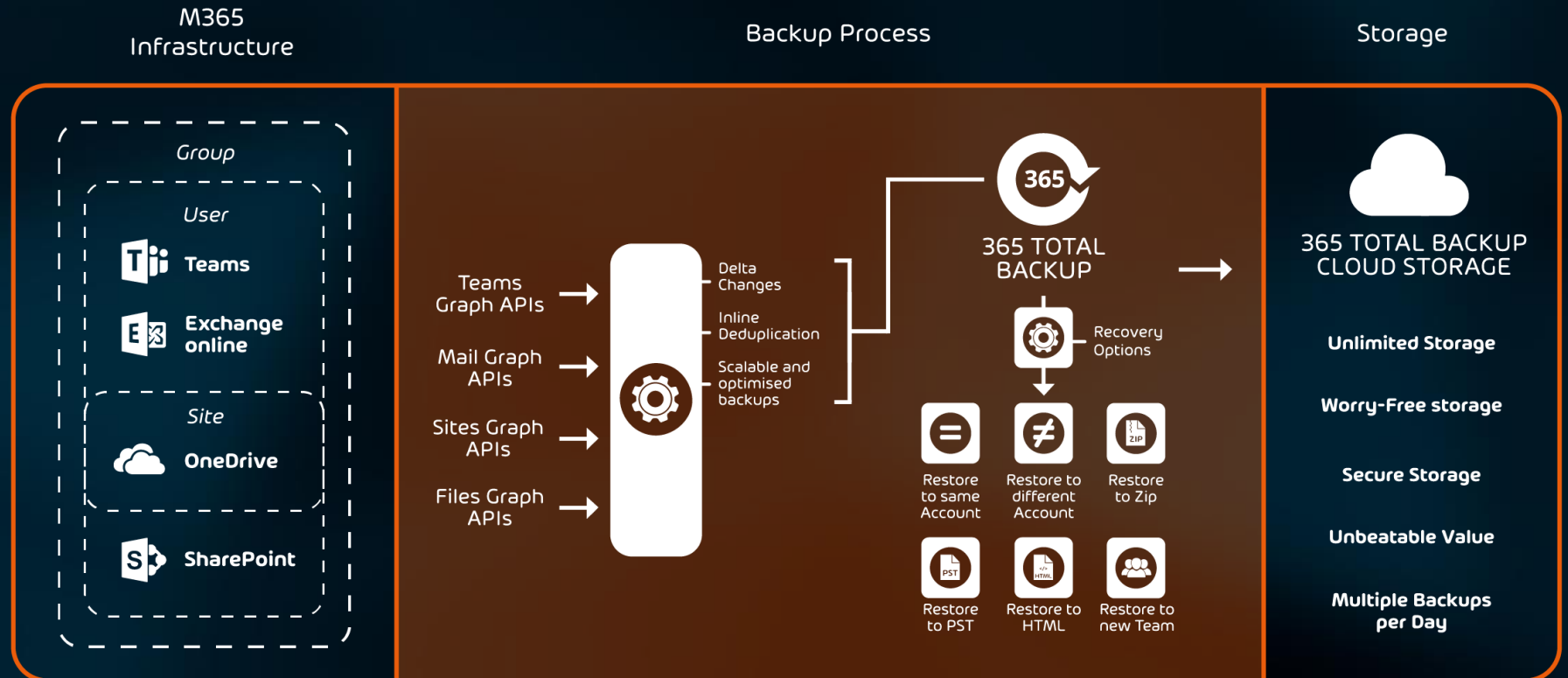
- 👁️ Ransomware protection
- 👁️ All backups are stored in Hornetsecurity's infrastructure, independent of Microsoft
- 👁️ Secure, redundant data centers located around the world
- 👁️ Storage locations can be selected
- 👁️ Backups are immutable and cannot be deleted or altered by any external parties. Backup Data deletion can only be affected by administrative accounts within 365 Total Backup itself



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365 TOTAL BACKUP



SECURITY AWARENESS SERVICE

STRENGTHEN YOUR HUMAN FIREWALL



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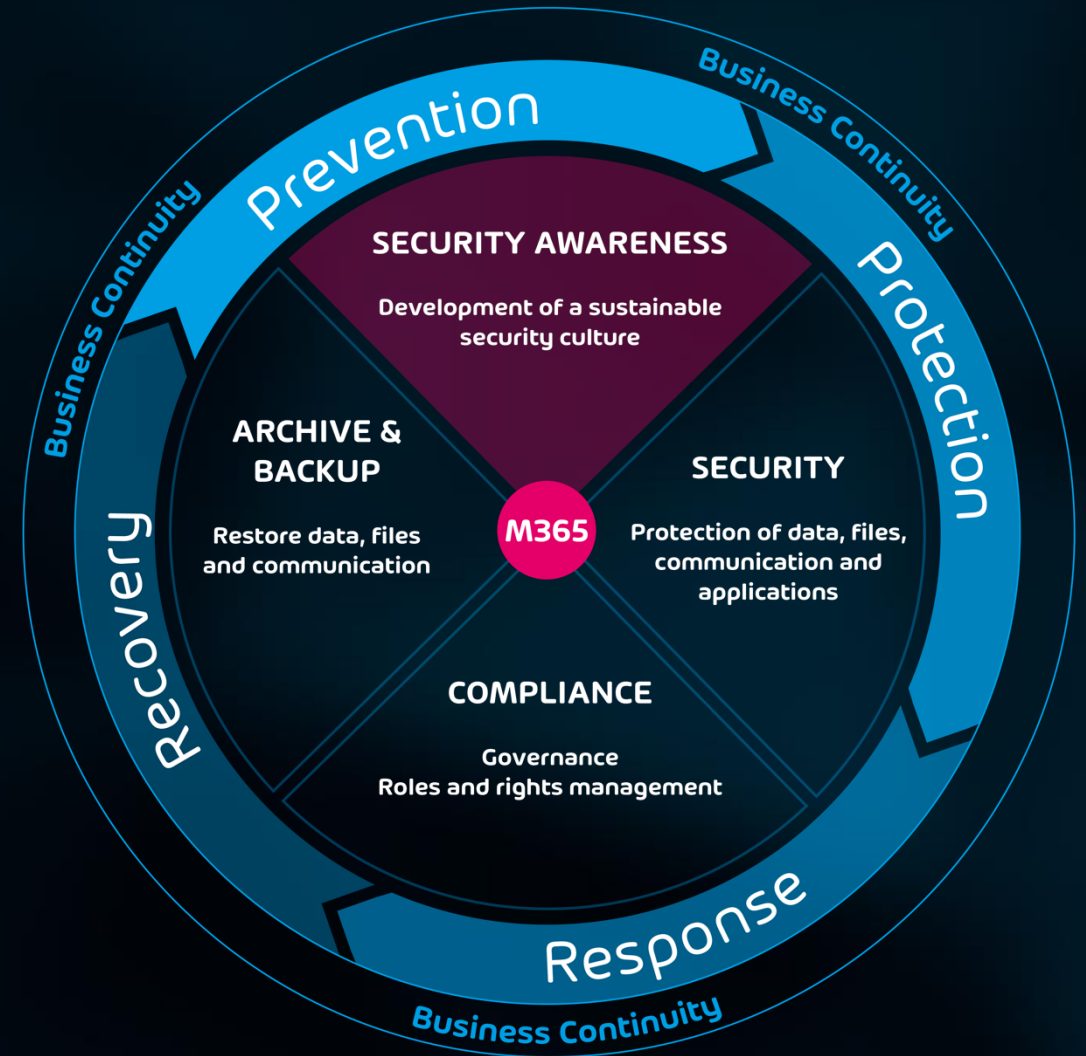
NEXT-GEN SECURITY AWARENESS SERVICE



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**SECURITY
AWARENESS
SERVICE**



SECURITY AWARENESS SERVICE IS ESSENTIAL



"I'm not going to be attacked anyway."
Maria (28) — HR Manager

"Our IT is already taking care of that."

Roland (41) — Controller



"I have more important things to do than worry about IT security."

Gabi (54) — Head of Sales



Working from home will continue to become more prevalent

95% of all cyber security incidents are caused by human error.

Source: World Economic Forum - The Global Risks Report 2022



IT security:
Humans are risk factor
No. 1



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REQUIREMENTS FOR A SUSTAINABLE SECURITY CULTURE



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MINDSET

Motivation and open communication

- Understanding of threat situation
- Emphasize personal responsibility



Communication aids for all stakeholders

SKILLSET

Acquire skills and knowledge

- Phishing-Simulation
- E-Learning
- Short Videos



Awareness Materials

TOOLSET

Actively get involved in taking action

- Live-Dashboard
- Incident reporting chains



Reporter-Button Outlook Add-In

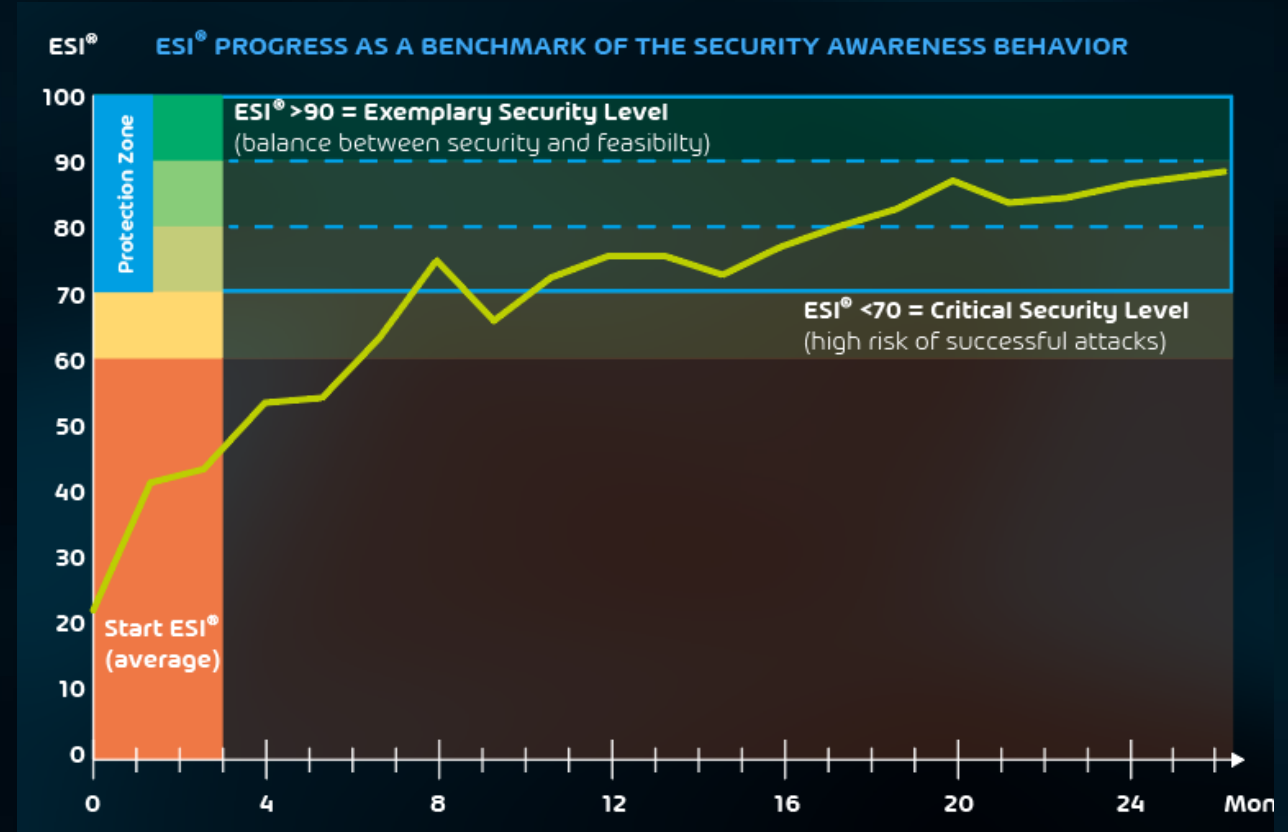
ESI[®] - EMPLOYEE SECURITY INDEX

Measurable

- ESI[®] - A scientifically based and patented method to make employee security behavior measurable.
- The ESI[®] Awareness Benchmark enables standardized, transparent measurement and management of security behavior at the enterprise, group, and user levels.

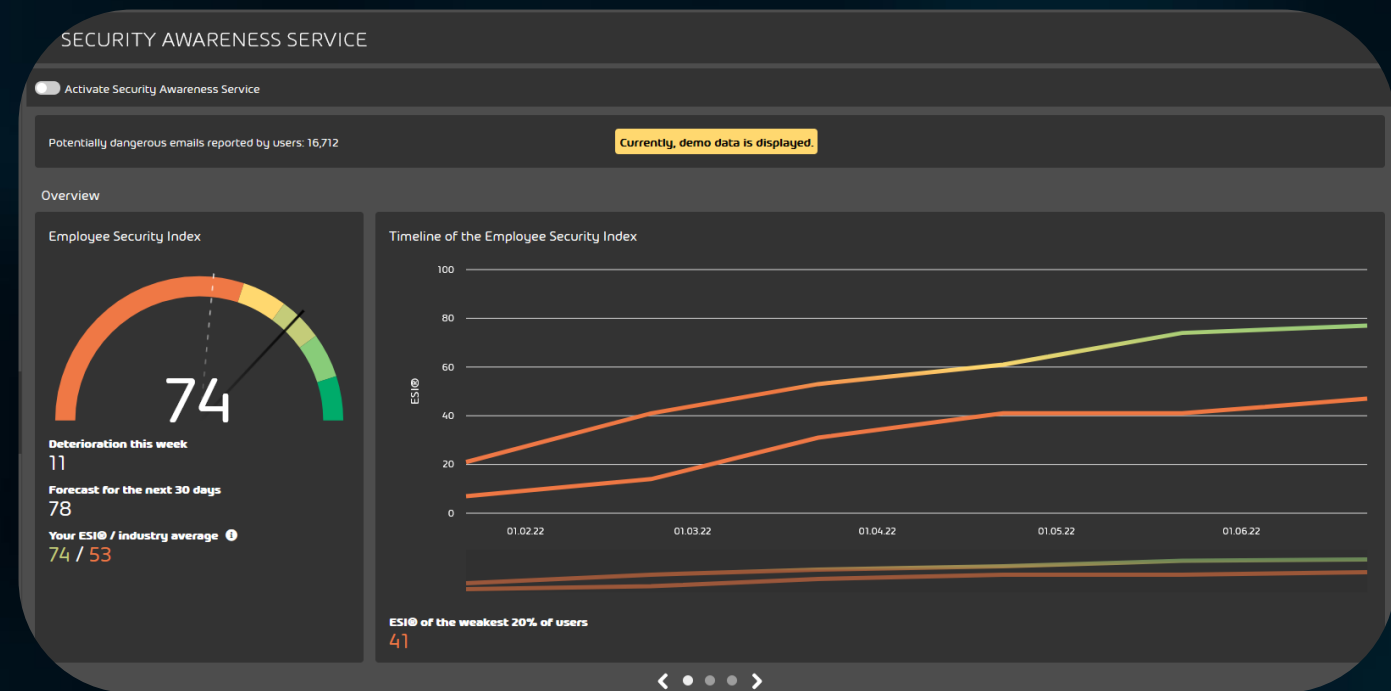


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AWARENESS DASHBOARD IN CONTROL PANEL

- Monitoring the development of the security awareness training
- ESI® - Reporting incl. history and forecast and Training KPIs
- Configure and customize awareness training to meet the needs of your organization

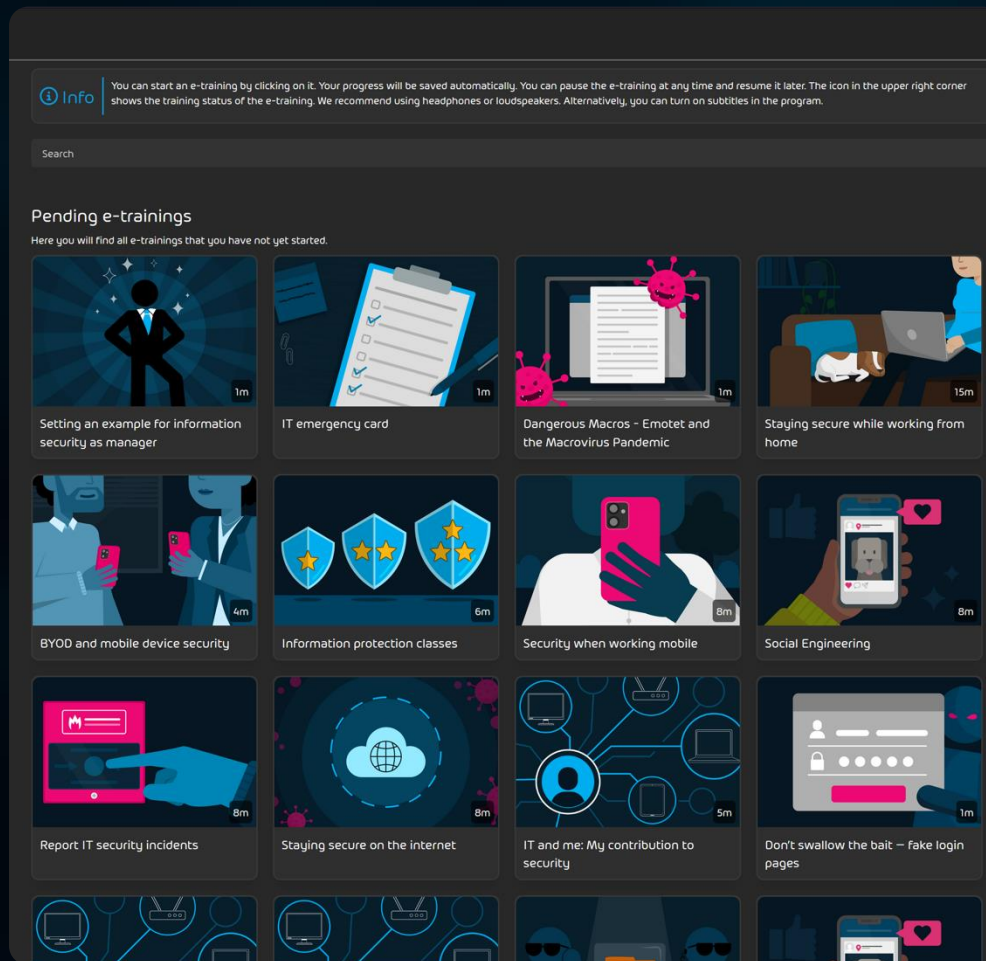


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USER PANEL

CREATE A MOTIVATING LEARNING ENVIRONMENT FOR THE USERS

- Central access to all learning content
- Evaluation of the individual phishing simulation
- Gamification approach spurs users to "give their best"
- Learning content available in multiple languages



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NEXT-GEN SECURITY AWARENESS SERVICE

Measurable - Effective - Realistic - Efficient
Fully automated and easy to implement!



Training on autopilot: The learning content is automatically rolled out to users and groups according to their needs - no one-size-fits-all approach.



Highest level of spear phishing simulation: individual and role-specific spear phishing emails incl. file attachments, fake websites - all generated and sent fully automatically.



Scientifically based ESI[®] benchmark: Don't just count click-through rates, measure and compare realistic security behavior.



Automatic onboarding of new users into awareness training.



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365 PERMISSION MANAGER

ELEVATE YOUR COMPLIANCE FOR MICROSOFT 365



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PRODUCT OVERVIEW

ELEVATE YOUR COMPLIANCE FOR MICROSOFT 365

365  365 PERMISSION
MANAGER

UNDERSTAND WHAT IS
SHARED AND HOW

CONFIGURE & MONITOR
SHARING POLICES

IDENTIFY VIOLATIONS &
DELEGATE AUDITS



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WHY DO YOU NEED 365 PERMISSION MANAGER?

Microsoft 365 provides a range of tools that can help your business work more efficiently, such as real-time collaboration on documents, the ability to access and work on documents from any device, and integration with other business tools and services.

But for CISOs & M365 administrators, it is a nightmare keeping track of who needs access to what and preventing Critical Data Leakage situations.



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CHALLENGES IN MICROSOFT 365



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Management of M365 Infrastructure

- Rapid growth of SharePoint, Teams, OneDrive and M365 Groups
- Jumping back and forth from one M365 portal to the next
- Complicated Permissions structure



Data Access

- Risky Default configurations
- No easy way to identify external sharing exposure
- Lack of Access Overview, only File by File
- Limited bulk permissions management options



Governance

- Complicated monitoring tools
- Lack of Reporting
- All or Nothing approach to restrictions
- Orphaned permissions & resources left behind

365 PERMISSION MANAGER - AUDIT LIFECYCLE

FROM SHARING TO AUDITED



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365 PERMISSION MANAGER IN A NUTSHELL

FUNCTIONAL OVERVIEW

M365 Permission Infrastructure

Easy-to-handle & effective M365 Permission Management

Achieve Compliance

 **SharePoint** →

 **OneDrive** →

 **Teams** →

 **Groups** →



EXPLORE

Simplified Permission View

Manage Item Permissions

Perform Quick Actions in Bulk



ALERTS

On Violations of Compliance Policies



REPORTS

User/Group Access

Externally Shared Content

Permission Matrix Report



AUDIT

Action Violations Against Compliance Policies



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365 PERMISSION MANAGER – MORE HIGHLIGHTS

More Highlights

365 Permission Manager meets your real-world compliance needs for M365:

- ✓ View permissions as a particular user or group
- ✓ Detailed access overview of user, group and nested group permissions
- ✓ Single click report generation
- ✓ Non-obstructive workflow to easy audit and revert permissions
- ✓ M365 Tenant Onboarding Wizard
- ✓ Attractive conditions for customers and partners



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YOUR EMAIL RECIPIENTS MATTER

HOW TO STRENGTHEN YOUR CYBERSECURITY WITH
AI RECIPIENT VALIDATION



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SHORT STORY: MISDIRECTED EMAILS CAN CAUSE SECURITY INCIDENTS AND COMPLIANCE VIOLATIONS



Emails are often sent in a rush, without paying attention to details and relying on "muscle memory"



This can result in sending emails to the wrong recipients



If a **misdirected email** contains sensitive information, this can lead to a compliance violation or be used for a data breach.



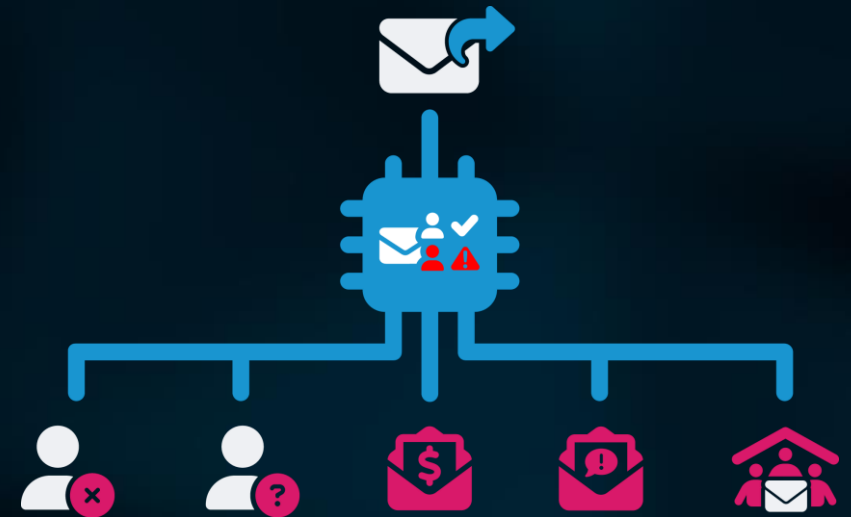
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AIRV FEATURES AT A GLANCE

REAL-TIME EMAIL ANALYSIS

AI Recipient Validation is an **AI-based, self-learning service** that continuously learns the user's email communication patterns in the background and warns the user in different instances, including:

- An unintended recipient is being addressed
- An email contains sensitive data like Personal Identifiable Information
- A user is about to reply to a large distribution list
- The email contains inappropriate language

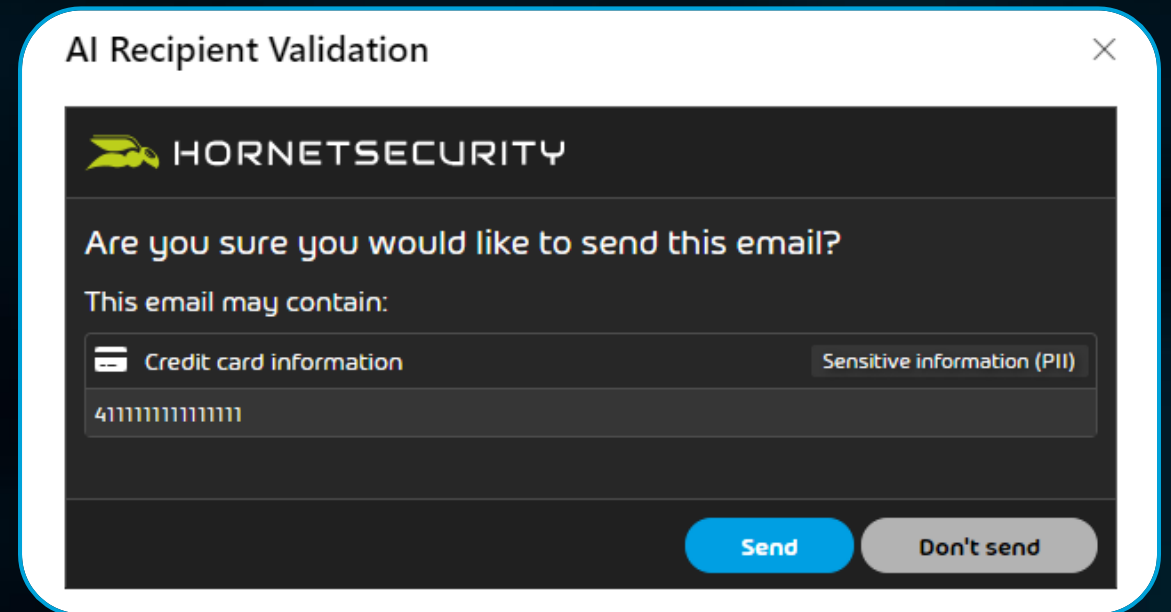


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FEATURES AT A GLANCE

INSTANT FEEDBACK AND CHANCE FOR CORRECTION

- Users are notified immediately when the email they are trying to send triggers a warning.
- A user then gets the chance to make corrections. However, in any case, the user won't be prevented from sending the email.

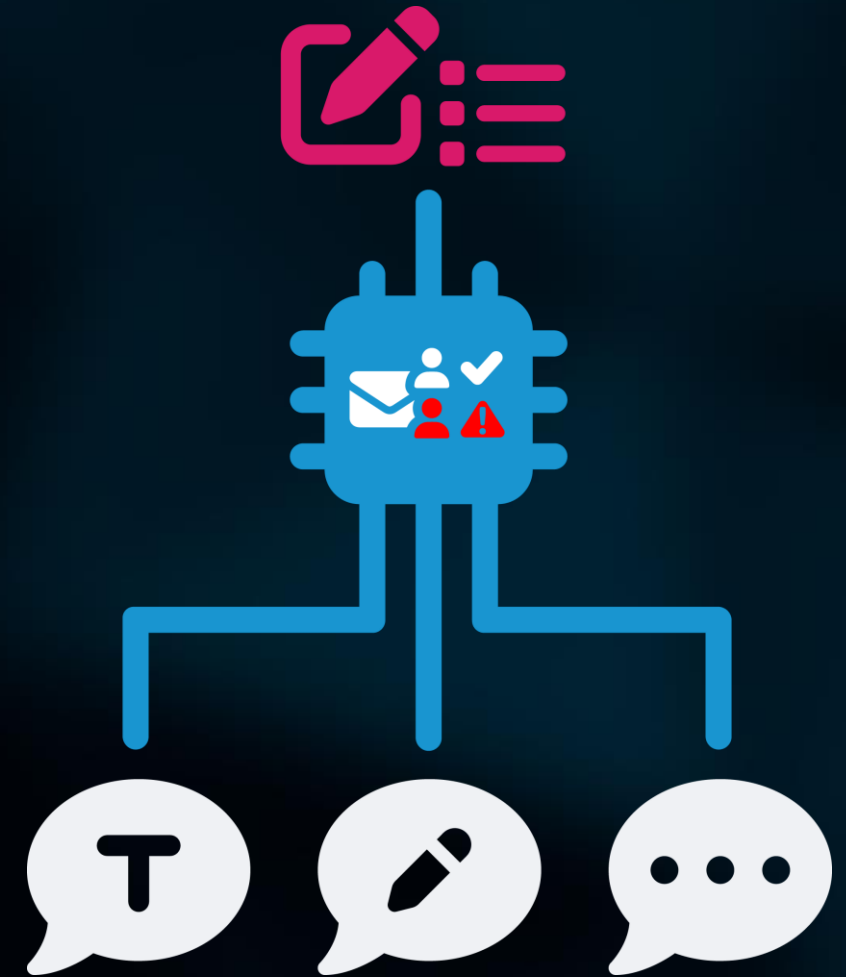


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AIRV FEATURES AT A GLANCE

AI-BASED ADJUSTMENT MECHANISMS

- AI Recipient Validation factors in user behavior and responses to automatically adjust warnings and suggestions issued in upcoming communications.
- This prevents users from receiving similar warnings multiple times.



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FEATURES AT A GLANCE

CLEAR OVERVIEW OF WARNING INSTANCES

AI Recipient Validation provides **security and compliance leaders** with a true visibility over how employees are handling and responding to preventing misdirected emails.

AI RECIPIENT VALIDATION - OVERVIEW ⓘ

Activate AI Recipient Validation

AI Recipient Validation safeguards the end user by issuing a warning directly from the email client when the user is about to send a misguided email or one containing sensitive information.

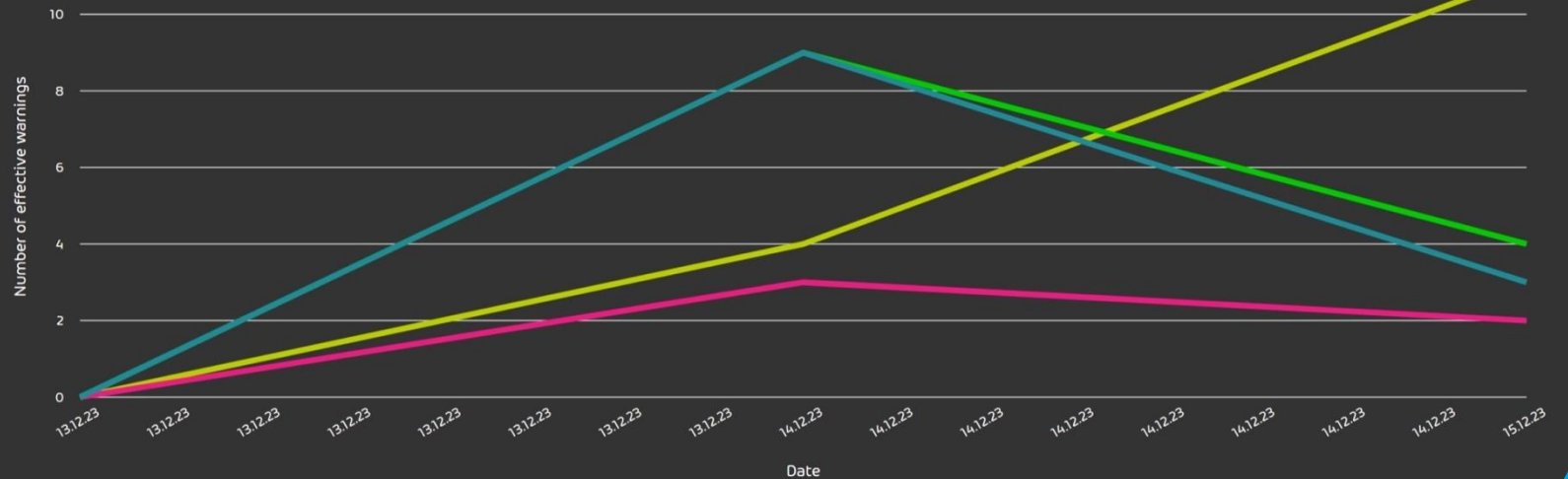
13.12.2023 - 15.12.2023

Select/deselect all Wrong recipients External communications Sensitive information (PII) Inappropriate content

EFFECTIVE WARNINGS

45

for the current selection



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KEY BENEFITS

AI Recipient Validation suits you with the following advantages:



PREVENT DATA LOSS AND BREACHES:

AI-based self-learning service automatically warns employees of emails that could be misdirected due to human error.



COMPLIANCE MONITORING:

Allows security and compliance leaders to gain insights into how employees are handling data on email.



EFFORTLESS & EFFECTIVE:

Provides a hassle-free way to safeguard your employees from mishandling email data while complying to security policies.



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GENERAL SERVICES



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SPAM AND MALWARE PROTECTION



- ◉ Guaranteed highest detection rates on the market (99,9 % spam and 99,99 % virus detection)
 - ◉ Malware filters that are up to date
 - ◉ Incoming and outgoing emails are automatically scanned for malicious URLs
 - ◉ Unwanted attachments can be rejected or moved to quarantine
 - ◉ Outgoing emails are checked for spam and viruses to prevent sending malicious emails



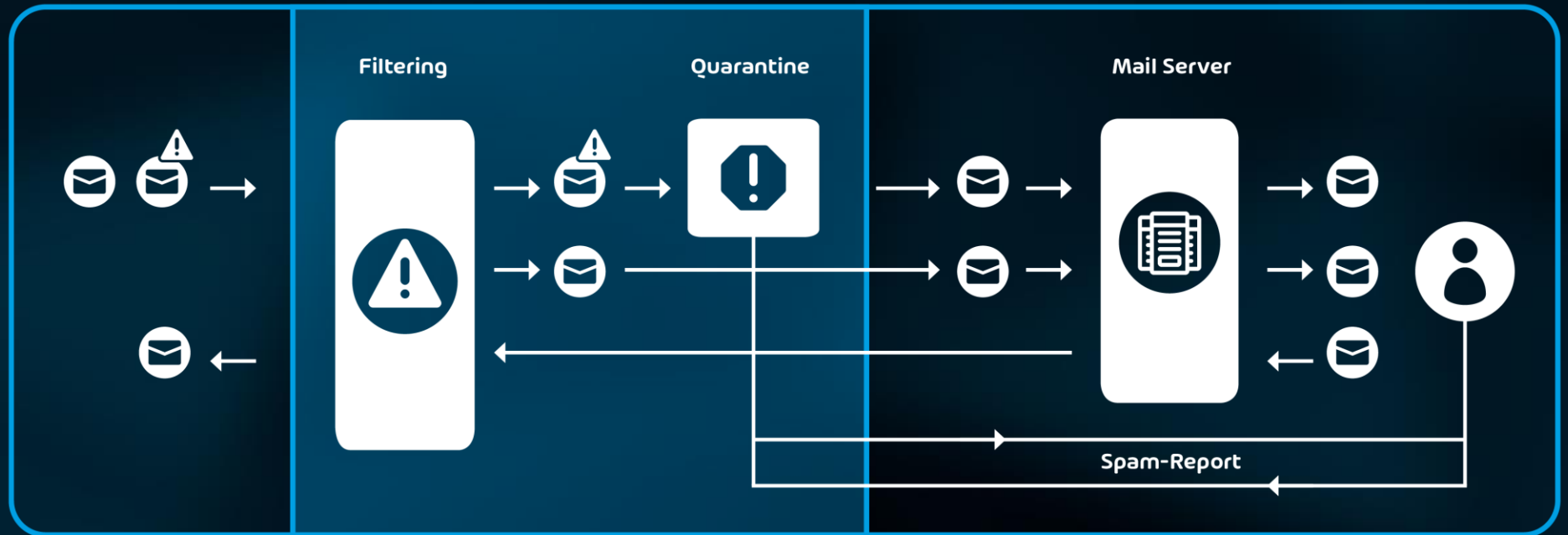
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SPAM AND MALWARE PROTECTION

Sender/Recipient

Hornetsecurity

Customer



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ADVANCED THREAT PROTECTION



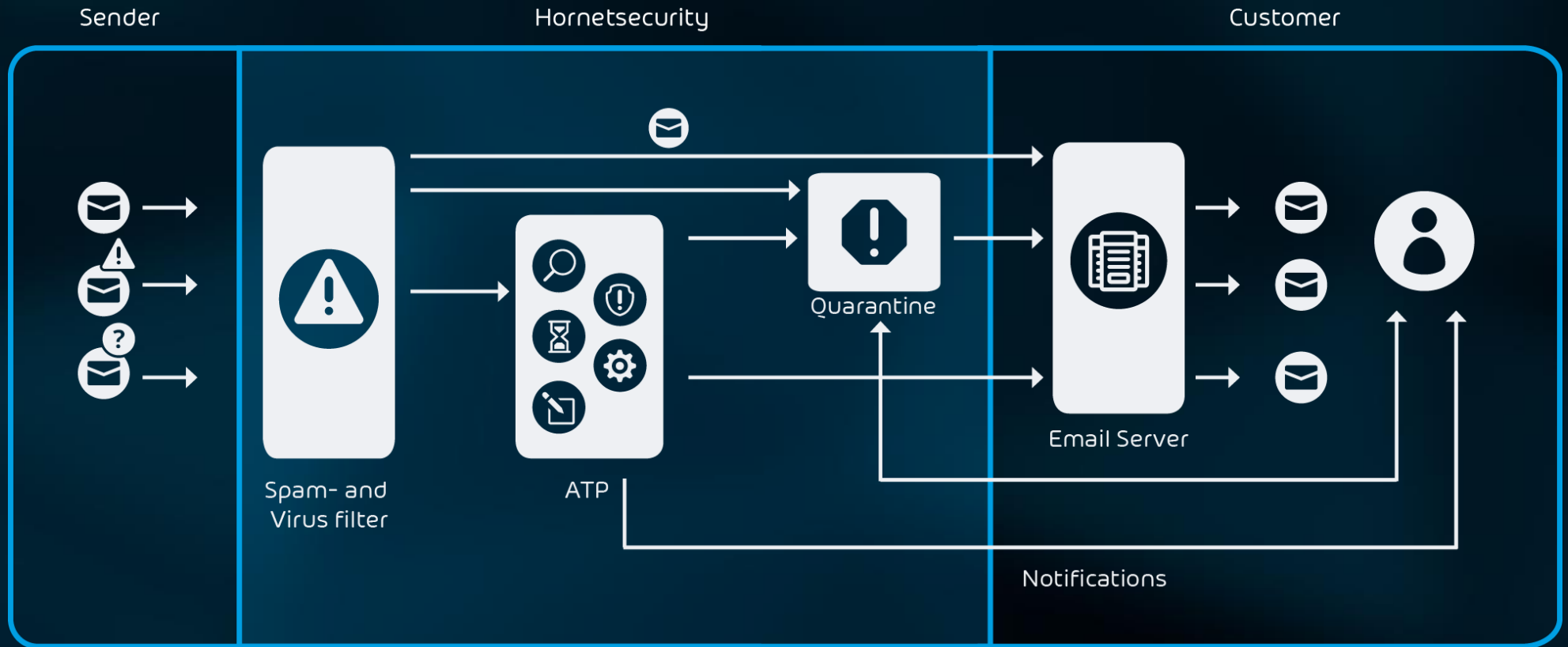
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**ADVANCED
THREAT
PROTECTION**

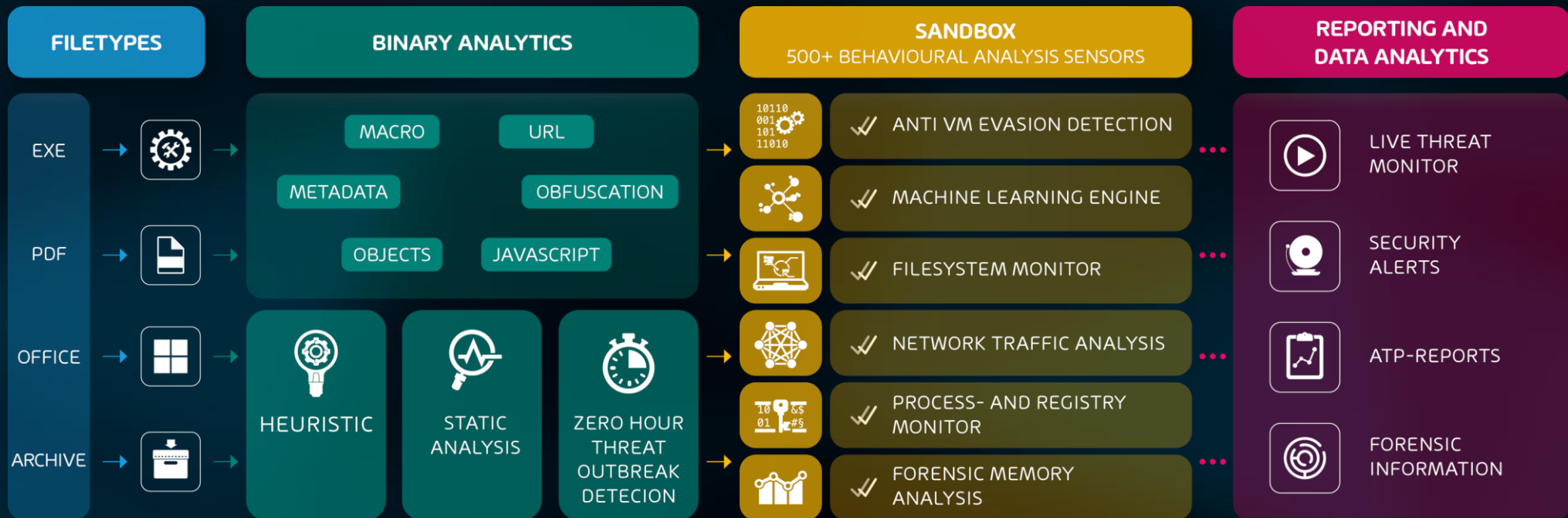
- ◉ Protects companies against targeted and individual attacks
 - ◉ AI-based Targeted Fraud Forensics:
 - ◉ Malicious Document Decryption
 - ◉ Real Time Alerts
 - ◉ Comprehensive threat analysis through a sandbox engine

ADVANCED THREAT PROTECTION



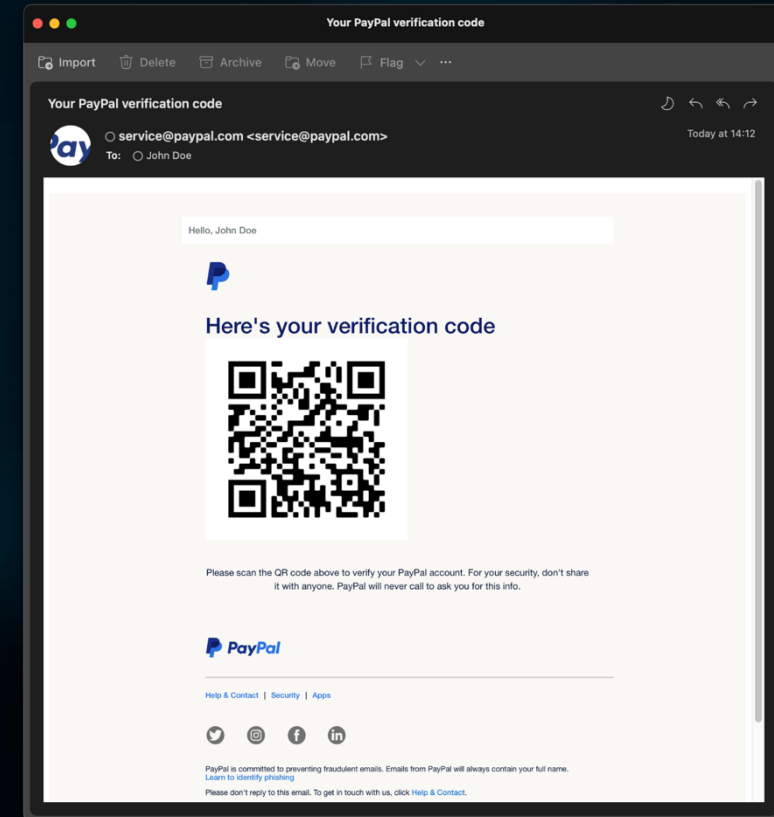
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ADVANCED THREAT PROTECTION



NEW ATP-FEATURE: THE QR CODE ANALYZER

- 👁️ Cybercriminals increasingly use QR codes in emails to send malicious links to recipients
- 👁️ Why is this problematic?
 - 👁️ Generating a QR Code is simple and can be used for phishing campaigns of all sizes
 - 👁️ Dramatic surge of 152% in the utilization of QR codes in 2022*
 - 👁️ The high adoption rate leads users not to suspect malicious cyber attacks behind QR codes
 - 👁️ Unsuspecting users must therefore be better protected



*Reference: <https://bitly.com/blog/wp-content/uploads/2022/07/Bitly-QR-Code-Index-H1-2022-Report.pdf>



THE QR CODE ANALYZER

- To be one step ahead of threat actors, we developed a feature which is able to do more than simply scanning QR codes
- QR Code Analyzer detects QR codes embedded in other images too
 - Attackers may start using this trick to circumvent simple QR code scanning apps
- Detects QR codes at light speed and can analyze different types, including URLs and texts
 - Supports all common image types such as GIF, JPEG, PNG and BMP



- Feature of ATP – a service that offers protection from all kinds of malware, ransomware, blended attacks and other threats delivered via email, and now also from malicious QR codes.



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SECURE LINKS

- ◉ Protects users from malicious links in emails
- ◉ Replaces the original link with a rewritten version that goes through Hornetsecurity's secure web gateway
- ◉ Deep web scan:
 - ◉ Recursive scan of the target site
 - ◉ Follows links to look for malicious web resources
 - ◉ System blocks access to malicious sites and prevents hackers and cybercriminals from accessing a user's confidential data or infecting their computer with malware



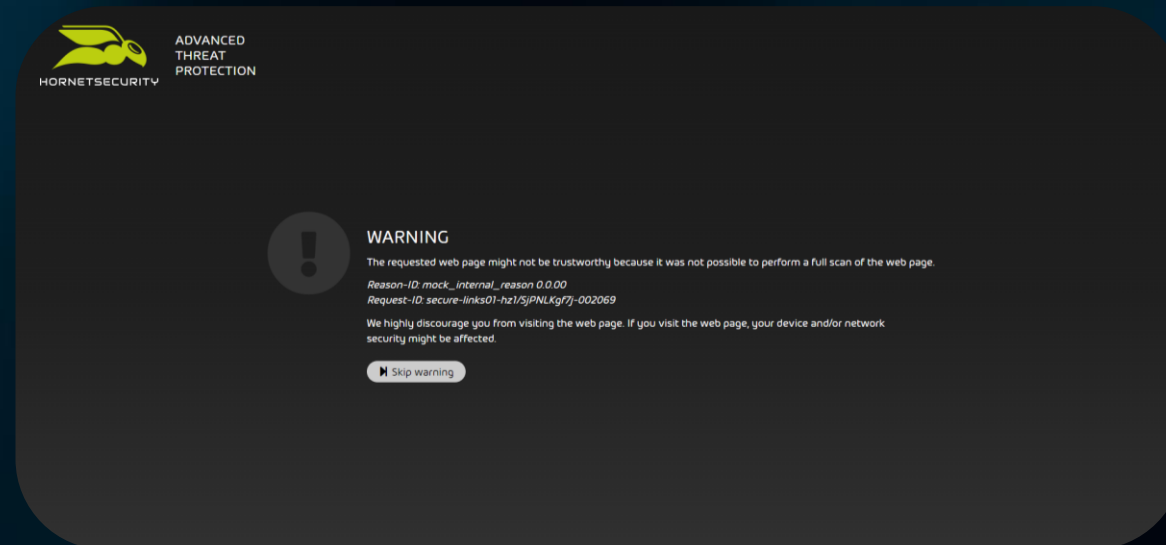
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SECURE LINKS

- Step 1: Rewrites the URL in the received email – if the user hovers over the link, they can see the rewritten URL which leads to our secure web gateway.
- Step 2: Clicking the link initiates the recursive scan of the target site and all individual links.



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SECURE LINKS

- Step 3: When malicious content is discovered, access to the target page is blocked.
- Step 4: If no malicious content is found, the user will be taken to the desired page.



- Secure Links is a part of Advanced Threat Protection and a revamp of URL Rewriting
- With new powerful algorithms and advanced scanning technology, it provides fast and reliable results



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EMAIL ENCRYPTION



- ◉ Protects corporate email traffic from unauthorized third-party access
 - ◉ Support for all common encryption technologies
 - ◉ Test option for encryption suitability
 - ◉ Automatic certificate management and key storage
 - ◉ Individual setup and definition of encryption policies
 - ◉ Confidential communication via Websafe if the recipient cannot receive encrypted email



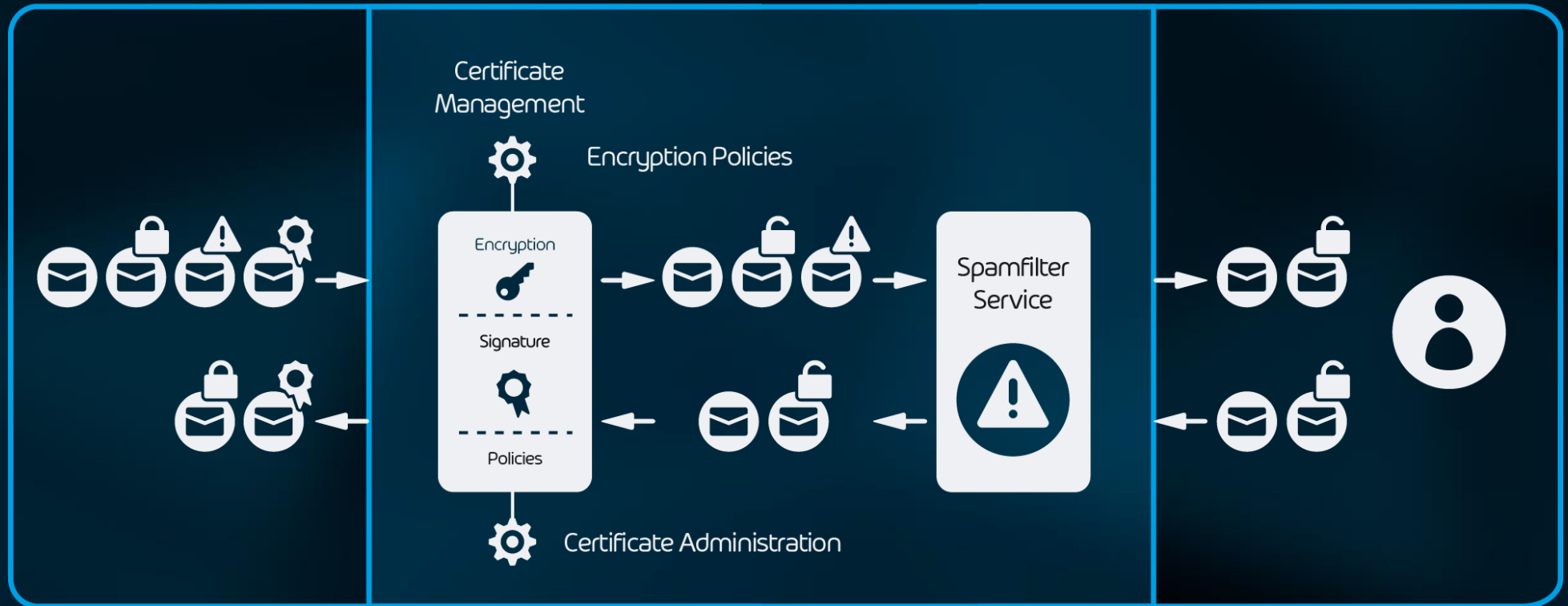
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EMAIL ENCRYPTION

Sender / Recipient

Hornetsecurity

Customer



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EMAIL CONTINUITY SERVICE

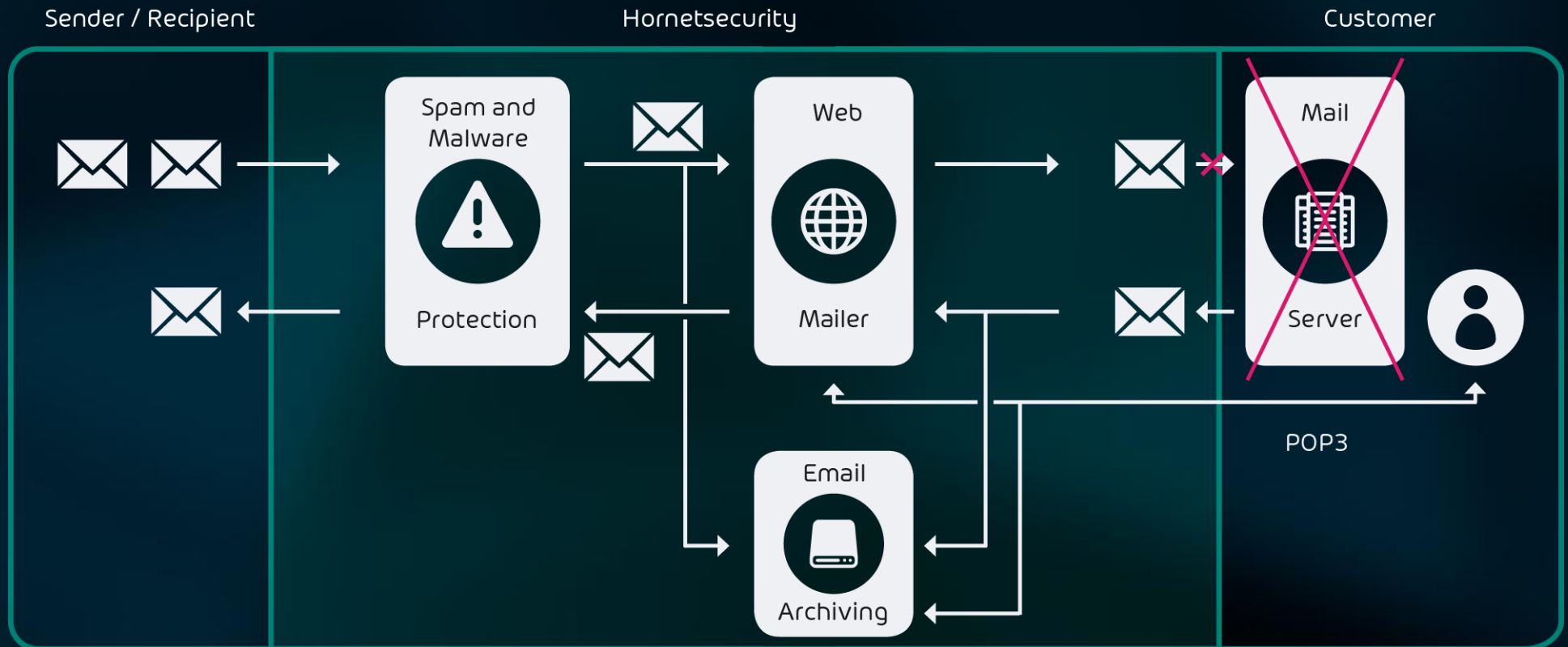


- ◉ Stand-by system that can be activated within seconds, enabling employees to continue to communicate smoothly
 - ◉ Automatic takeover in case of email server failure
 - ◉ Continuous access to emails with HS Webmailer
 - ◉ Storage of email traffic for 90 days
 - ◉ Automatic data synchronization
 - ◉ Selective deployment

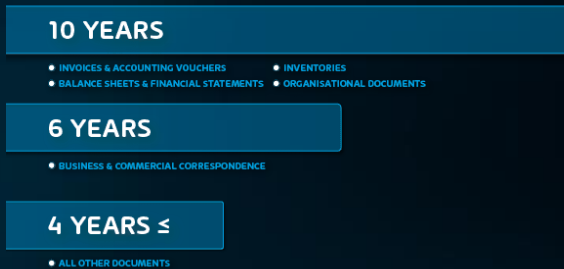


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EMAIL CONTINUITY SERVICE

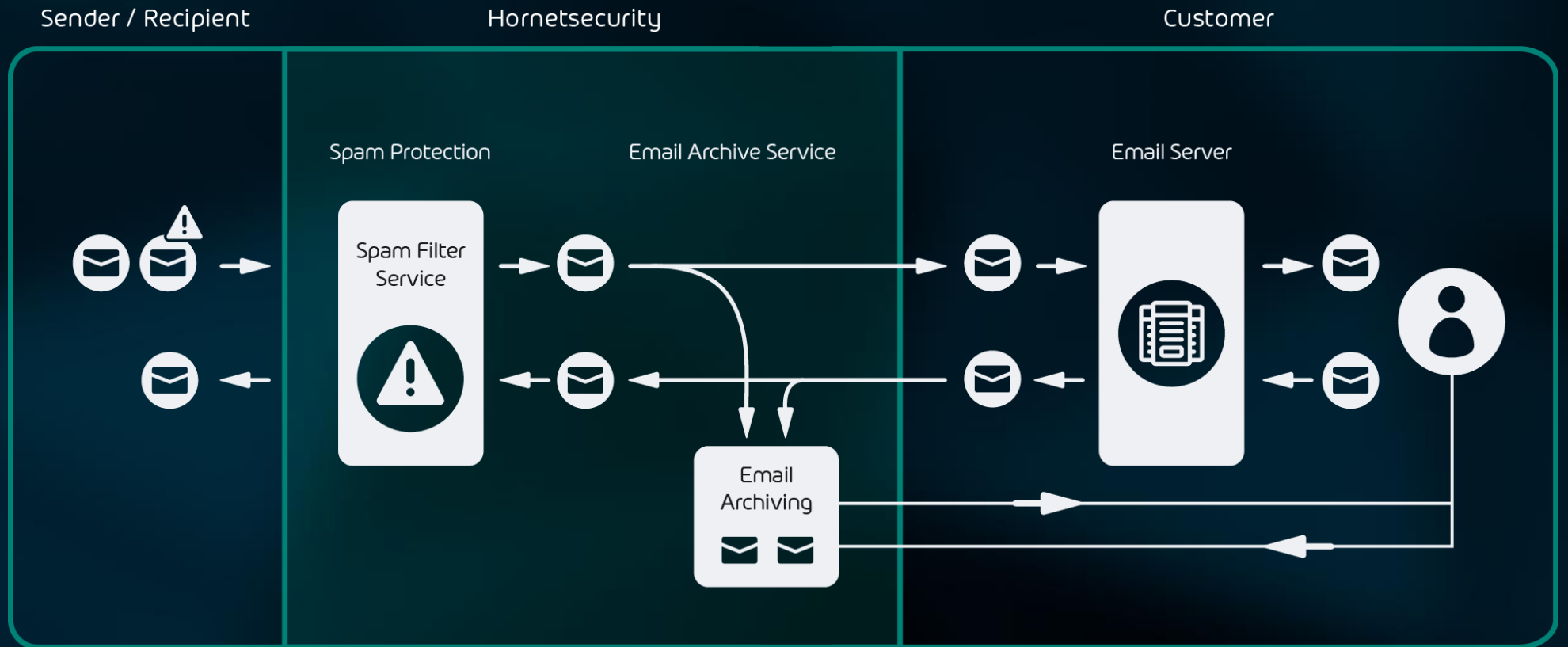


EMAIL ARCHIVING



- Companies can store their emails in a revision-proof and legally compliant manner in secure data centers
 - Full-text index, dramatically shortening the time needed to search
 - (time-limited) Audit access for external auditor
 - Easy export of archived data
 - Easy import from emails and attachments from other databases
 - Exclusion of individual users from archiving
 - Flexible retention periods

EMAIL ARCHIVING



SIGNATURE & DISCLAIMER

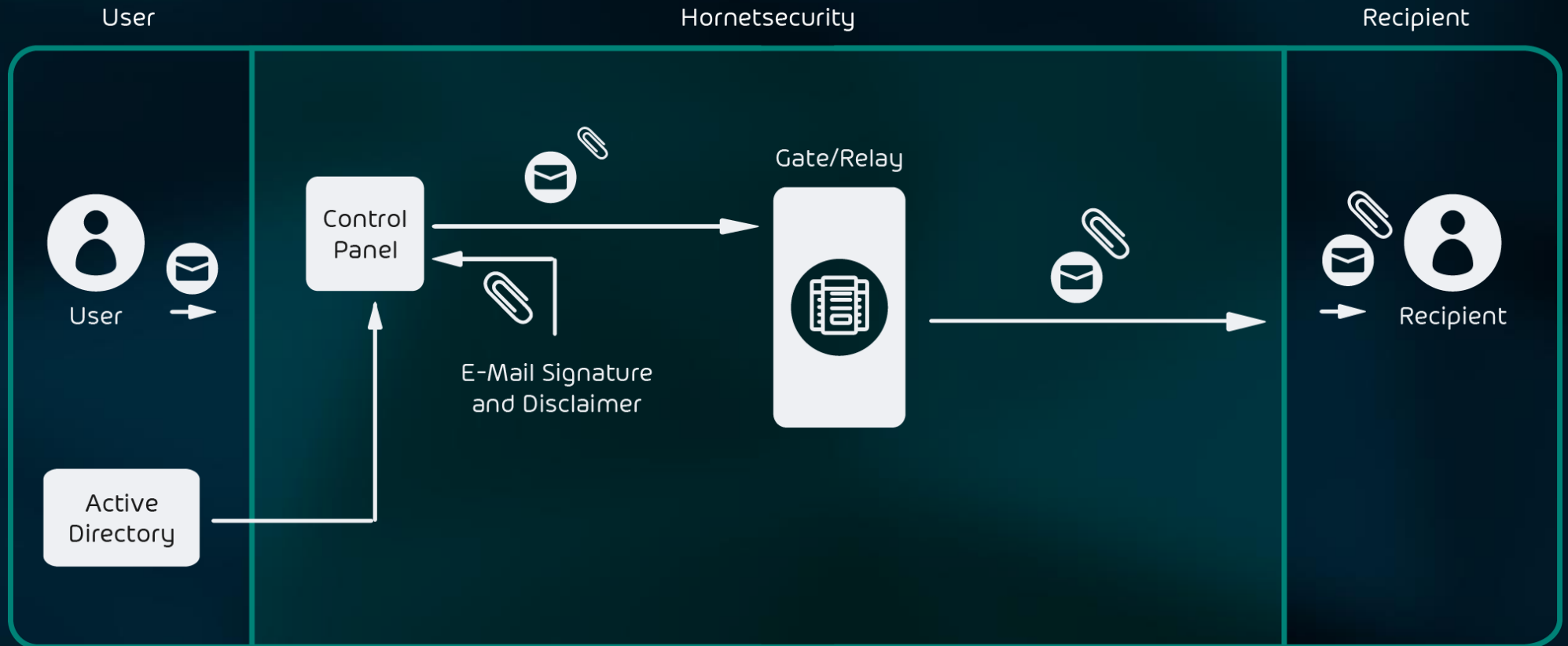


- ◉ Uniform and legally compliant email signatures and disclaimers can be set up quickly and easily for the entire company
 - ◉ Easy and flexible design via the WYSIWYG editor
 - ◉ HTML source code import of existing signatures
 - ◉ Mobile-optimized display
 - ◉ Active Directory integration allows to create custom signatures and disclaimers for each user



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SIGNATURE & DISCLAIMER



HORNET.EMAIL

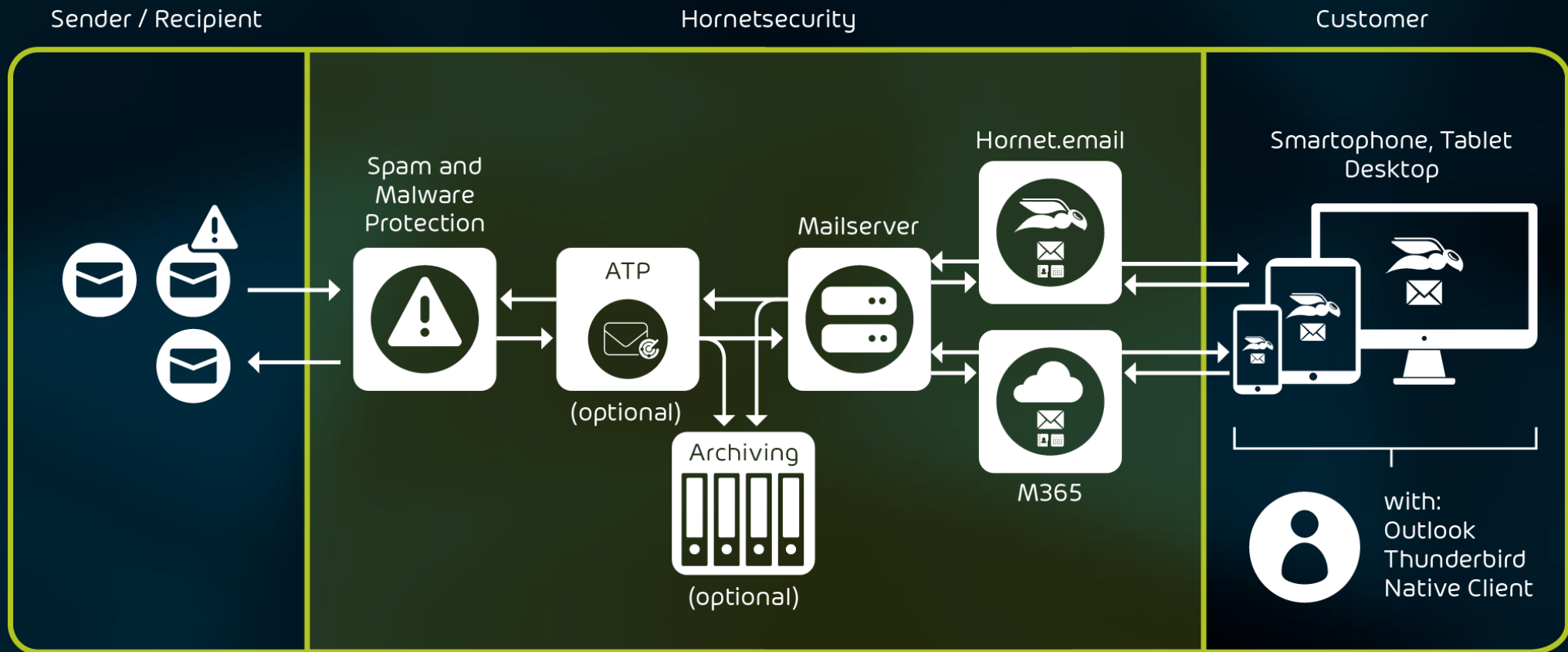


- ◉ Standalone collaboration environment consisting of a mailbox, calendar, and address book
 - ◉ Synchronization across all devices
 - ◉ Automatic daily backup and storage of all emails
 - ◉ Collaborative compatibility
 - ◉ Authorized users can maintain their own allow-and deny lists

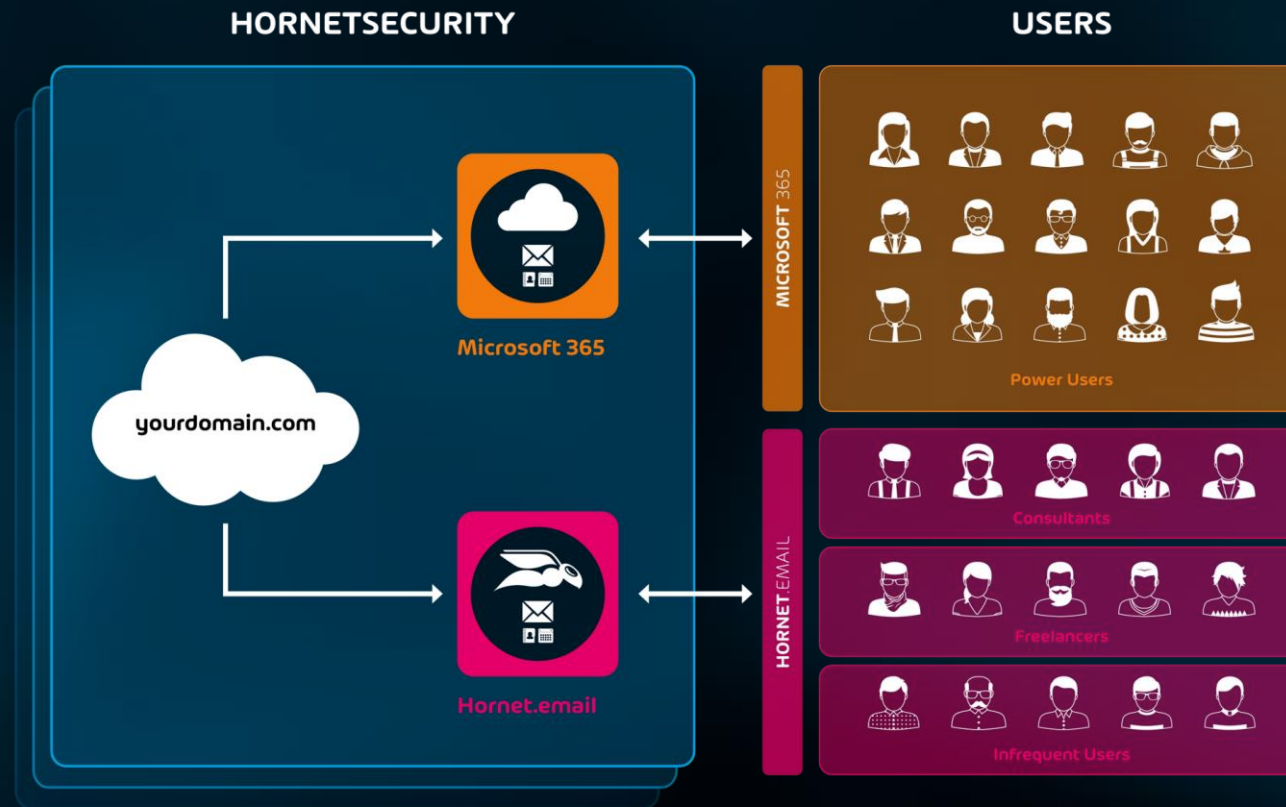


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 365 TOTAL PROTECTION SECURITY LAYERS

WATCH VIDEO

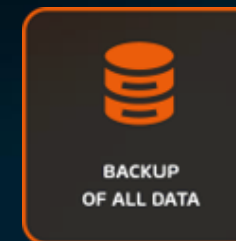
VM BACKUP



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VM BACKUP

- ▶ Powerful, reliable, and easy-to-use backup and replication solution for virtual machines (VMs) and physical Windows servers that prevents enterprise data loss
 - ▶ Ransomware Protection leveraging Immutable Cloud Storage
 - ▶ Augmented Inline Deduplication
 - ▶ Major storage space savings
 - ▶ WAN Optimized Replication
 - ▶ Centralized backup management via user-friendly web interface



Back up and restore your company data with ease:
at any time, with speed and **massive storage savings.**



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THREAT SITUATION: RANSOMWARE ON THE RISE

Nearly **6 in 10** ransomware attacks originated from malicious email or phishing attacks

15% of ransomware attacks targeted specifically backup storage



Costs for downtime and data loss can amount to **millions of €**

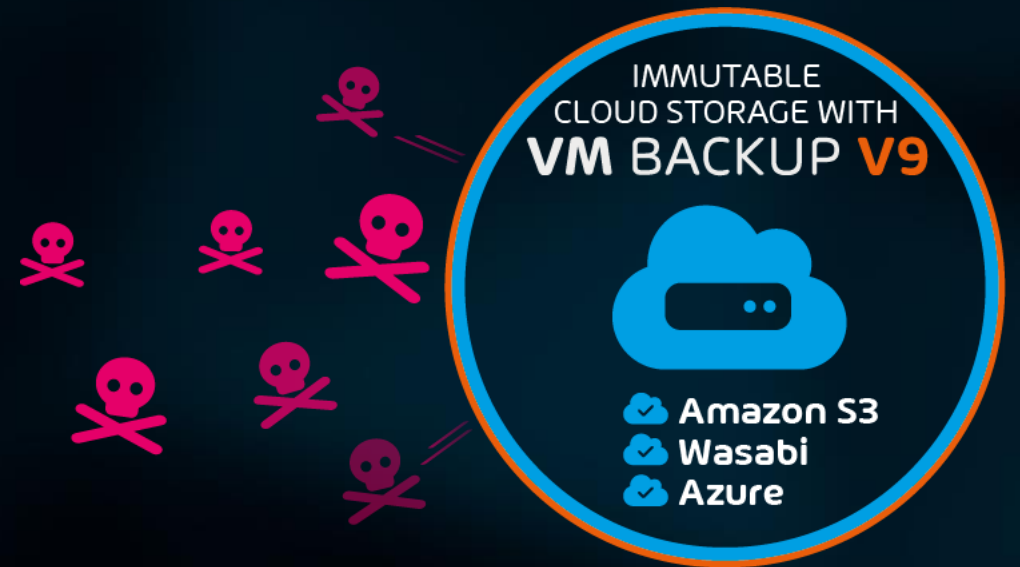


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NEW: VM BACKUP V9

VM Backup V9 leverages Immutable Cloud Storage which assures data cannot be erased, modified, or deleted by anyone for a set duration

- ◉ Tamper-proof backup data whilst under the defined immutable policy
- ◉ Peace of mind from ransomware attacks
- ◉ Extra layer of security above the existing offsite storage functionality
- ◉ No need for retaining unnecessary data and incurring high costs as retention operates seamlessly on the cloud repository



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CYBER SECURITY REPORT

AN IN-DEPTH ANALYSIS OF THE MICROSOFT 365
THREAT LANDSCAPE



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CYBER SECURITY REPORT

- Available now
- Cornerstone content piece
- Currently available in English and German



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Executive Summary

With its huge user dataset, Hornetsecurity is uniquely positioned to conduct a detailed analysis of email-based threats and distill this into important insights for IT security professionals. Email continues to be an essential communication channel. However, in our analysis of 45 billion emails, 36.4% are categorized as "unwanted." 96.4% of unwanted emails were ejected outright due to external indicators, and just over 3.6% were flagged as

ANALYSIS OF MORE THAN 45 BILLION EMAILS



Fig. 1: Classification of emails scanned by Hornetsecurity



96.4%
SPAM or REJECTED



3.6%
MALICIOUS

Fig. 2: Classification of unwanted emails

CYBER SECURITY REPORT

ANALYSIS OF MORE THAN 45 BILLION EMAILS

36.4%
UNWANTED



✓
63.6 %
"CLEAN"
EMAILS



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CYBER SECURITY REPORT – ATTACK TYPES

- 👁️ **Phishing** in 2023 is 43.3% (Up from 39.6% in 2022)
- 👁️ **URL** in 2023 is 30.5% (Up from 12.5% in 2022)
- 👁️ **Advance-fee Scam** in 2023 is 9.1% (Up from 8.2% in 2022)
- 👁️ **HTML** in 2023 is 4.7% (Up from 1.8% in 2022)
- 👁️ **Extortion** in 2023 is 4.6% (Up from 3.7% in 2022)
- 👁️ **EXE in Archive** in 2023 is 3.5% (Same as in 2022)
- 👁️ **Maldoc** in 2023 is 1.0% (Down from 2.8% in 2022)
- 👁️ **Impersonation** in 2023 is 2.7% (Up from 1.1% in 2022)



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CYBER SECURITY REPORT – FILE TYPES USED IN ATTACKS

- 👁 **Archive** in 2023 is 20.8% (Down from 28% in 2022)
- 👁 **HTML** in 2023 is 37.1% (Up from 21% in 2022)
- 👁 **DOC(X)** in 2023 is 3.2% (Down from 12.7% in 2022)
- 👁 **PDF** in 2023 is 23.3% (Up from 12.4% in 2022)
- 👁 **XLS(X)** in 2023 is 3.7% (Down from 10.4% in 2022)
- 👁 **Disk Images** in 2023 are 2.4% (Down from 5.4% in 2022)
- 👁 **EXE files** in 2023 are 3.9% (Down from 4.3% in 2022)
- 👁 **Script files** in 2023 are 0.8% (Up from 0.7% in 2022)



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CYBER SECURITY REPORT – EMAIL THREAT INDEX

Which industries are targeted most frequently?

Calculation:

Threat Index Percentage = number of malicious emails / (the number of malicious emails + the number of clean emails) multiplied by 100 - Excluding spam and info mail.

- 3.0 | RESEARCH INDUSTRY
- 3.0 | ENTERTAINMENT INDUSTRY
- 3.0 | MANUFACTURING INDUSTRY
- 2.9 | MEDIA INDUSTRY
- 2.9 | HEALTHCARE INDUSTRY
- 2.7 | TRANSPORT INDUSTRY
- 2.6 | HOSPITALITY INDUSTRY
- 2.6 | AUTOMOTIVE INDUSTRY
- 2.5 | UTILITIES
- 2.5 | INFORMATION TECHNOLOGY
- 2.5 | EDUCATION INDUSTRY
- 2.4 | UNKNOWN
- 2.4 | CONSTRUCTION INDUSTRY
- 2.4 | MINING AND METAL INDUSTRY
- 2.4 | FINANCIAL INDUSTRY
- 2.4 | AGRICULTURE INDUSTRY
- 2.3 | PROFESSIONAL SERVICE
- 2.3 | RETAIL INDUSTRY
- 2.2 | REAL ESTATE INDUSTRY
- 1.8 | LOGISTICS INDUSTRY
- 2.4 | GLOBAL MEDIAN
- 99.3 | GLOBAL MAXIMUM



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OUTSTANDING CYBERSECURITY EXPERTISE

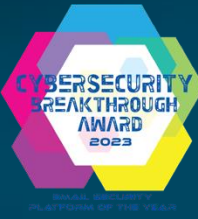
HORNETSECURITY IS A THOUGHT LEADER AND WINNER OF MAJOR
IMPORTANT INDUSTRY AWARDS



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WALL OF FAME

HIGH-PERFORMANCE AWARDS FOR OUR SERVICES



HORNETSECURITY PUBLIC BUZZ

EPISODE 1

WE USED CHATGPT TO CREATE RANSOMWARE



THE SECURITY SWARM
A HORNETSECURITY PODCAST

Andy Syrewicze Technical Evangelist with Yvonne Bernard CTO

The Most Innovative CTO's to Watch in 2022

Dr. Yvonne Bernard
CTO - Hornetsecurity



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TECHERATI

NEWS FEATURES PRESS RELEASES NEWSLETTER EVENTS DIRECTORY CONTACT US

PRESS RELEASE CYBERSECURITY

Hornetsecurity Group expands with Vade acquisition

7 days ago



Hornetsecurity Group has announced the incorporation of Vade, a French email cybersecurity entity known for analysing over 2.5 billion messages daily.

This union aims to fortify Hornetsecurity's position as a leading cybersecurity service provider across Europe, emphasising data sovereignty alongside cloud, compliance, and digital communication security services.



REFERENCES

MORE THAN 50000 CUSTOMERS TRUST IN HORNETSECURITY



HORNETSECURITY

DACH



OTTO



RheinLand
VERSICHERUNGEN

GERRY WEBER

KUKA



MANN+
HUMMEL



planethOme



FESTO



stadtwerke
fürstenfeldbruck



CLAAS

KONICA MINOLTA

SPAIN

Telefónica



Hospital Universitari **Dexeus**
Grupo  quirónsalud

ITALY



.italo 

MEXICO

BX+



PERU



caja
arequipa

USA

UNITE HERE
HEALTH



isogent

RASTELLI
FOODS GROUP

TAXEDGE
ACCOUNTING CONSULTING RESOLUTION

UK

AB Alan Blunden
Insurance Brokers



OUTSOURCE GROUP



RACING SEATS
TILLET

nitc

a&n

lowthers.com